

SHOW FACTS

Springfield Sportsmen's Show Eastern States Exposition Fairgrounds West Springfield, MA February 21-23, 2025



Springfield Sportsmen's Show, ESE, February 21-23, 2025

BOOTH EQUIPMENT

Each 12'x10' or 10'x10' Booth Space includes one 8' High Back Drape and two 3' High Side Drapes.

EXHIBIT HALL CARPET

The Eastern States Exposition Fairgrounds is not carpeted.

DISCOUNT PRICES

In order to receive the discounted rates listed in this manual, we must receive your order by:
Thursday, February 6, 2025. Order online (see page 2) and save the 8% Administrative Fee.

SHOW SCHEDULE:

Exhibitor Move-In:

Thursday, February 20, 2025 from 9:00am - 4:00pm

Friday, February 21, 2025 from 8:00am - 12:00pm

Show Hours:

Friday, February 21, 2025 from 12:00pm - 8:00pm

Saturday, February 22, 2025 from 9:00am - 7:00pm

Sunday, February 23, 2025 from 10:00am - 5:00pm

Exhibitor Move-Out:

Sunday, February 23, 2025 at 5:00pm



ONLINE ORDERING

Springfield Sportsmen's Show, ESE, February 21-23, 2025

**Looking for an easier way to place you order?
Tired of faxing or emailing forms?**

Try our fully PCI-Compliant Online Ordering System!

Simply request an online login by emailing info@demersexpo.com
(please specify show name and date). We will then create an
online login and notify you of this via email.

All products and services offered in this Exhibitor Services Kit
are available on our online storefront.

**Using our online storefront saves you an 8% administrative fee!
Orders placed via email or fax will be assessed this fee.**

**Last day to receive discount pricing is Thursday, February 6, 2025.
Floor prices apply after that date.
The Storefront will close on Thursday, February 13, 2025.
No online orders after that date.**



CREDIT CARD AUTHORIZATION

To have orders charged to a credit card account, please complete the information requested below and return this form with your order(s). Credit Card orders are subject to credit approval. Event site balances or charges for outstanding labor or miscellaneous items not previously paid will be charged to your credit card account.

CREDIT CARD: VISA MasterCard AMEX
ACCOUNT NUMBER: _____
EXPIRATION DATE: _____
SECURITY CODE (Visa/ Master Card 3 digit # on back, Amex 4 digit # on front): _____
CARDHOLDER'S NAME: _____
CARDHOLDER'S SIGNATURE: _____ DATE : _____

ADDRESS BELOW MUST MATCH CARDHOLDER'S BILLING ADDRESS

Company Name: _____ Booth #: _____
Card Billing Address: _____ Authorized by: _____
City/State/Zip: _____ Signature: _____
Phone: _____ Fax: _____ Date: _____
Email Address: _____

CREDIT AND PAYMENT POLICY

The Credit Card Authorization section above must be completed and accompany all credit card orders.

Please notify your company representative of the following:

- All orders must be paid in full and/or credit card authorization (above) be on file with your order(s) before services are rendered.
- There will be no invoicing. Purchase Orders are not a form of payment.
- Payment for orders mailed to Demers in advance can be made by company check, money order or credit card.
- Event site orders can be paid by cash or charged to a credit card.
- International exhibitors must prepay all services in U.S. Currency.
- Items ordered, delivered to booth, then cancelled, will not be refunded.
- Other refund requests will not be considered unless exhibitor makes request of Demers prior to the close of the event.
- Exhibitor is responsible for the cost of repair or replacement if equipment is lost, damaged or stolen while being rented.
- Payment must be received by **Thursday, February 6, 2025** for discount pricing to apply.
- Orders received without payment will be assessed a late fee.

By submitting this credit card authorization, you knowingly authorize Demers to charge your credit card for any service rendered under the terms and conditions stated in this Exhibitor Kit. You also knowingly authorize your show-site representative to sign for charges on your behalf.

PAYMENT MUST BE INCLUDED WITH ALL ORDERS

DES-DEMERS EXPOSITION SERVICES, INC. - 151a Park Ave – East Hartford, CT 06108
860.882.0003 – Fax 860.579.3976 – Email info@demersexpo.com
www.demersexpo.com



**Demers
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STANDARD FURNISHINGS

Springfield Sportsmen's Show, ESE, February 21-23, 2025

CARPETING				
QTY	Carpet Size	Advance	Floor	Subtotal
	9' x 10' Carpet	148.00	182.00	
	9' x 20' Carpet	258.00	360.00	
	9' x 30' Carpet	390.00	496.00	
	9' x 40' Carpet	486.00	628.00	
<i>Carpet Color:</i> Gray Blue Red Black Emerald Green (Circle Choice)				
SPECIAL CUT CARPETING				
Booth Size: _____ ft. x _____ ft. = _____ sq. ft. x 3.20= _____				
CARPET PADDING				
Booth Size: _____ ft. x _____ ft. = _____ sq. ft. x 2.50= _____				
SKIRTED TABLES				
<i>Skirt Colors:</i> Gray Blue Red Black White Green Burgundy (circle choice)				
QTY	Table Size	Advance	Floor	Subtotal
	2' x 4' x 30" high	90.00	110.00	
	2' x 6' x 30" high	110.00	122.00	
	2' x 8' x 30" high	122.00	134.00	
	2' x 4' x 40" high	109.00	120.00	
	2' x 6' x 40" high	127.00	147.00	
	2' x 8' x 40" high	142.00	169.00	
UNSKIRTED TABLES				
QTY	Table Size	Advance	Floor	Subtotal
	2' x 4' x 30" high	54.00	57.00	
	2' x 6' x 30" high	57.00	61.00	
	2' x 8' x 30" high	69.00	74.00	
	2' x 4' x 40" high	64.00	76.00	
	2' x 6' x 40" high	70.00	84.00	
	2' x 8' x 40" high	78.00	87.00	

CHAIRS				
QTY		Advance	Floor	Subtotal
	Upholstered arm chair	51.00	68.00	
	Black Bar Stool w/ foot rest	78.00	94.00	
	Tubular folding chair	24.00	31.00	
	Upholstered bar stool	139.00	159.00	
	Padded side chair	46.00	52.00	
SPECIAL DRAPERY/SKIRTING				
<i>Drape Colors:</i> Gray Blue Red Black White Green Burgundy (circle choice)				
QTY		Advance	Floor	Subtotal
	Aluminum Rail <small>Per Linear Foot</small>	5.50	6.50	
	8' high drapery <small>Per Linear Foot</small>	8.75	10.50	
	3' high drapery <small>Per Linear Foot</small>	8.00	9.00	
	13'-long table skirting	72.00	89.00	
ACCESSORIES				
QTY		Advance	Floor	Subtotal
	Clothes Tree	72.00	100.00	
	Easel (Tripod Display)	55.00	60.00	
	Garment Rack	89.00	127.00	
	Panelboard	185.00	259.00	
	Pegboard	208.00	290.00	
	Stage (4' x 4' all heights up to 36")	100.00	149.00	
	Stage (4' x 4' w/ carpet & skirt)	150.00	212.00	
	Stanchion Post	60.00	78.00	
	Stanchion Belt	5.50	8.00	
	Waste Basket	16.50	23.00	

- ORDER SUMMARY -

Subtotal:	\$	<input type="text"/>
6.25% Sales Tax:	\$	<input type="text"/>
8% Admin Fee:	\$	<input type="text"/>
Grand Total:	\$	<input type="text"/>

Advance price deadline: Thursday, February 6, 2025. All items are for rental for the duration of the show only. Items ordered, delivered to booth, then cancelled, will not be refunded. Other refund requests will not be considered unless Exhibitor makes request of Demers prior to the close of the show. Exhibitor is responsible for cost of repair or replacement if equipment is lost, damaged or stolen while being rented. Rental are based on availability. Order early to guarantee what you want is available.

Order online and save the 8% administrative fee.

Company Name:	Booth# (if known):
Address:	Phone:
City/State/Zip:	Date:
Authorized by:	Signature:
E-mail:	

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MATERIAL HANDLING ORDER FORM

Springfield Sportsmen's Show, ESE, February 21-23, 2025

Materials can be shipped in advance to the Demers Warehouse or directly to the Venue. Exhibitor is responsible for making prepaid inbound and outbound shipping arrangements. Collect shipments or shipments billed to Demers will not be accepted. All shipments must be consigned to Demers and all material handling services must be prepaid. Demers Material Handling Services include receiving shipments, providing delivery to booth, storage of empty packing materials, and return of outbound shipments to the loading dock.

ADVANCE SHIPPING ADDRESS
Please use enclosed labels on all pieces

TO: Name of Exhibitor & Booth Number
FOR: Springfield Sportsmen's Show
C/O: Demers Exposition Services, Inc.
151A Park Avenue
East Hartford, CT 06108

Demers Warehouse will receive shipments and provide up to 30 days storage prior to the event. Loose materials will not be received at Demers Warehouse. Shipments may be received weekdays (excluding holidays) between 8:30am – 3:30pm.
Deadline to receive advance pricing discount: Thursday, February 6, 2025.
Rate: \$99.00 per CWT (per 100 lbs.). 2 CWT minimum applies.
Double Stacked Freight: All trucks and trailers must be floor loaded. Trucks & trailers must be loaded in a manner that a single forklift can remove freight without the assistance of j-bars or similar equipment to remove crates from trucks or trailers. Trucks or trailers that are loaded as mentioned will receive a 25% surcharge on drayage costs.
Special Handling: Any material not crated or properly packaged will be subject to a handling fee of 75% of the total drayage charges.
Overtime: See Material Handling Rate Schedule next page.
Late Shipments: Items received at the Advance Warehouse after the Deadline Date will be charged a late fee of \$25.00 per cwt (\$100.00 minimum applies), plus additional fees if special transportation is required.
Non-Payment: Shipments received without a completed Material Handling form and full payment will be assessed a late payment fee of \$25.00 per cwt, (\$100.00 minimum applies).
Insurance Liability: By shipping to above address exhibitor agrees to terms and conditions of the attached LIABILITY AND INSURANCE BULLETIN on page 9.

DIRECT SHIPPING ADDRESS – TO EVENT SITE
Please use enclosed labels on all pieces

TO: Name of Exhibitor & Booth Number
FOR: Springfield Sportsmen's Show
C/O: Demers Exposition Services, Inc.
Eastern States Expositions
1305 Memorial Avenue
West Springfield, MA 01089

Demers will receive shipments at the event site on **February 20-21, 2025 only**. Arrival at any time other than on **February 20-21, 2025** will be assessed a redirect fee of 50% of the total drayage charges.
Rate: \$96.00 per CWT (per 100 lbs.). 2 CWT minimum applies.
Double Stacked Freight: All trucks and trailers must be floor loaded. Trucks & trailers must be loaded in a manner that a single forklift can remove freight without the assistance of j-bars or similar equipment to remove crates from trucks or trailers. Trucks or trailers that are loaded as mentioned will receive a 25% surcharge on drayage costs.
Special Handling: Any material not crated or properly packaged will be subject to a handling fee of 75% of the total drayage charges.
Overtime: See Material Handling Rate Schedule next page
Non-Payment: Shipments received without a completed material handling form and full payment on file will be charged a late payment fee of \$25.00 per cwt (\$100.00 minimum).
Direct Shipments: Direct shipments will only be received at the ESE on **February 20-21, 2025** Shipments received at the ESE other than on **February 20-21, 2025** will be assessed a redirect fee of 50% of the total drayage charges.
Insurance Liability: By shipping to above address exhibitor agrees to terms and conditions of the attached LIABILITY AND INSURANCE BULLETIN on page 9.

Outbound Shipments:

- Exhibitors who have freight going outbound after the event must complete a bill of lading at the Demers Service Desk.
- All shipping costs must be paid for by the exhibitor with either pre-paid shipping labels or "collect" charge terms.
- Exhibitors can make arrangements with the designated show carrier, ABF Freight, at the Demers Service Desk to take their shipment(s) at the close of the event for no additional material handling fee if drayage was paid on the inbound.
- Exhibitors may arrange with their own carrier to pick-up their shipment(s) at the close of the event. **All carriers must check in by 6pm on February 23, 2025.** If the shipment is not picked up from the venue, the shipment(s) will return to the Demers warehouse for an additional \$1.35 per LB and a minimum of \$95.00. **Shipments returned to the warehouse can be picked up by Exhibitor's carrier beginning Wednesday, February 26, 2025. (warehouse hours are M-F 8:30am - 3:30pm excluding holidays)**
- Any freight left on show floor without a DES Bill of Lading will be assessed a minimum 1 hour labor charge, actual charge to be determined.
- Empties may take up to one hour to return at the close of the show.

PLEASE COMPLETE THE FOLLOWING :

	CARRIER	# PIECES	SHIPMENT WEIGHT <small>ROUND UP TO NEAREST 100 lbs</small>	CWT <small>Minimum Charge 2 CWT</small>	RATE per CWT	SUB TOTAL CHARGES	APPLICABLE OVER TIME CHARGES <small>ADD 25% OT per Occurrence</small>	ESTIMATED CHARGES
SHIPMENT 1			lbs. ÷ 100 =		x			
SHIPMENT 2			lbs. ÷ 100 =		x			
SHIPMENT 3			lbs. ÷ 100 =		x			
SHIPMENT 4			lbs. ÷ 100 =		x			
LATE SHIPMENT(s) to DES Warehouse						\$25.00 per cwt	\$100.00 Minimum Charge	\$
Order Online and Save the 8% Administrative Fee							6.25% Service Fee	\$
							8.00% Admin Fee	\$
TOTAL ESTIMATED CHARGES								\$

Company Name:	Booth# (if known):
Address:	Phone:
City/State/Zip:	Date:
Authorized by:	Signature:
E-mail:	

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MATERIAL HANDLING RATE SCHEDULE

Rate Classifications

- **Crated** - Material that arrives as a single shipment on a dedicated truck that is skidded and/or crated or in any type of shipping container that can be unloaded at the dock with no additional handling required.
- **Special Handling** - material delivered in such a manner that it requires additional handling, such as (but not limited to) shipments that are loaded by cubic space, ground loading/unloading, stacked or constricted space loading/ designated piece loading/unloading, alternate delivery location, loads mixed with pad wrapped material, carpet/pad, multiple shipments, pad wrapped shipments, uncrated shipments, no documentation (including weight tickets), and inaccurate or missing weights which require shipment to be re-weighed on the dock. Shipments loaded in this manner require additional time, equipment and/or labor. Courier type companies such as Fed Ex, UPS or DHL, airfreight and local cartage companies, POVs and company trucks are included in this category due to their delivery procedures.
- **Uncrated** - Material that is shipped loose or pad-wrapped, and/or unskidded machinery without proper lifting bars or hooks.
- **Small Packages** - A shipment of any number of pieces with a combined weight not to exceed 25lbs that is received on the same day, from the same shipped and delivered by the same carrier.
- **Double Stacked Freight** - All trucks and trailers must be floor loaded. Trucks & trailers must be loaded in a manner that a single forklift can remove freight without the assistance of j-bars or similar equipment to remove crates from trucks or trailers. Trucks or trailers that are loaded as mentioned will receive a 25% surcharge on drayage costs.

Additional Fees May Apply

- Off-Target: Direct shipments that do not arrive on the date or time assigned.
- Late to Warehouse Fee: **Shipments arriving after February 6, 2025.**
- Early Shipment to the Warehouse: **Any shipment arriving prior to January 21, 2025.**
- Refer to previous page regarding availability of warehouse for outbound shipments.
- Non-LTL Shipments Returned to Warehouse: Shipments returned to the warehouse at the close of the show will be charged an additional fee of \$1.35 per lb or \$95 minimum for outbound handling.
- Any freight left on the show floor without a DES Bill of Lading will be assessed a minimum 1-hour labor charge and it will be shipped out with the house carrier at the exhibitor's expense to the last known address from the inbound bill of lading.

Overtime

- Overtime is Monday through Friday prior to 8:00am and after 4:30pm; all day Saturday and Sunday.
- Overtime will be applied to all freight received at or moved from the warehouse and/or show site during above listed times at a rate of 25% per occurrence.
- The show schedule is set by show management and the venue. Your shipment is moved into or out of showsite on overtime due to scheduling beyond Demers control.



SHIPPING LABELS - ADVANCE

Copy and use this label for Advance Shipping.
Advance pricing deadline is **Thursday, February 6, 2025.**

Springfield Sportsmen's Show, ESE, February 21-23, 2025

RUSH!

**DES
FREIGHT**

TO:

EXHIBITING COMPANY Please write exhibiting company's name in this box

Springfield Sportsmen's Show

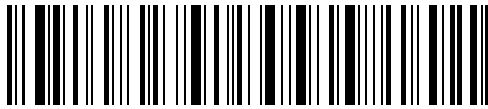
BOOTH NUMBER(s) Please write Booth # in this box if you know it at time of shipment

c/o Demers Exposition Services, Inc.

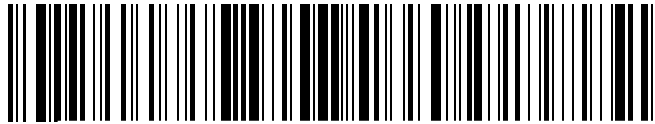
151A Park Ave
East Hartford, CT 06108

Carrier _____

Number _____ of _____ pieces



Springfield Sportsmen's Show



Eastern States Exposition



SHIPPING LABELS DIRECT

Copy and use this label for Direct Shipment to Showsite on **February 20-21, 2025.**

Springfield Sportsmen's Show, ESE, February 21-23, 2025

RUSH!

**DES
FREIGHT**

TO:

EXHIBITING COMPANY Please write exhibiting company's name in this box

Springfield Sportsmen's Show

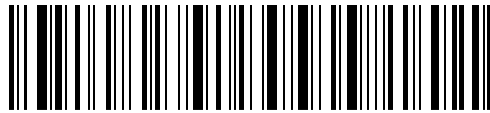
BOOTH NUMBER(s) Please write Booth # in this box if you know it at time of shipment

c/o Demers Exposition Services, Inc.

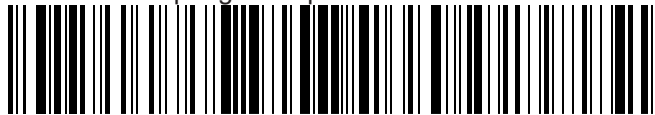
Eastern States Exposition
1305 Memorial Avenue
West Springfield, MA 01089

Carrier _____

Number _____ of _____ pieces



Springfield Sportsmen's Show



Eastern States Exposition



LIABILITY AND INSURANCE BULLETIN

Springfield Sportsmen's Show, ESE, February 21-23, 2025

DEMERS EXPOSITION SERVICES, INC. shall not be responsible for damage to uncrated materials, improperly packed materials, or concealed damage.

DEMERS EXPOSITION SERVICES, INC. shall not be responsible for loss, theft or disappearance of exhibitor's materials after same have been delivered to exhibitor's booth.

DEMERS EXPOSITION SERVICES, INC. shall not be responsible for loss, theft or disappearance of materials before they are picked up from exhibitor's booth for reloading after the event. Bills of lading covering outgoing shipments which are furnished to DEMERS EXPOSITION SERVICES, INC. by exhibitors will be checked at time of our actual pick-up from booth and corrections made where discrepancies occur.

DEMERS EXPOSITION SERVICES, INC. shall not be responsible for loss, damage or delay due to fire, acts of God, strikes, lockouts or work stoppages of any kind, or to any causes beyond its control.

DEMERS EXPOSITION SERVICES, INC.'s liability shall be limited to physical loss or damage to the specific article which is lost or damaged, and in any event, DEMERS EXPOSITION SERVICES, INC.'s liability shall be limited to \$0.30 per pound.

DEMERS EXPOSITION SERVICES, INC. shall not be liable to any extent whatsoever for any actual, potential or assumed loss of profits or revenues, or for any collateral costs which may result from any loss or damage to an exhibitor's materials which may make it impossible to exhibit same.

The consignment or delivery of a shipment to DEMERS EXPOSITION SERVICES, INC. by an exhibitor, or by any other shipper on behalf of the exhibitor, shall be construed as an acceptance by such exhibitor (and/or other shipper) of the terms and conditions set forth in this bulletin.

EXHIBITORS REQUIRING ADDITIONAL INSURANCE COVERAGE SHOULD ARRANGE TO PLACE SAME THROUGH THEIR AGENT OR BROKER.



LABOR ORDER FORM

ORDER ONLINE AND SAVE THE 8% ADMINISTRATIVE FEE!

Display Labor

These craftsmen crate, uncrate materials, set-up and dismantle exhibits

STRAIGHT TIME 8:00am to 4:30pm, Monday - Friday
 OVERTIME 8:00am to 4:30pm, Saturday & Sunday
 4:31pm to 11:59pm, Monday - Sunday
 DOUBLE TIME 12:00am - 7:59am, Monday - Sunday & all Holidays

***Two Hour Minimum per Laborer**

Start time guaranteed only when labor is requested for the start of a working day (8:00am). Labor must be cancelled 72 hours in advance of start time to avoid estimated labor charges.

Rates: per person/per hour

ADVANCE PRICE	SHOWSITE PRICE
\$88.00	\$132.00
\$132.00	\$198.00
\$176.00	\$264.00

Advance Pricing Deadline: Thursday, February 6, 2025

INSTALLATION LABOR

Demers Exposition Supervised Labor - Installation of your exhibit will be completed at our discretion prior to show opening. The charge for this service is 30% of the total installation labor bill, or a minimum of \$60.00

Emergency Contact:	Phone:
Display Contact:	Phone:

Exhibitor Supervised Labor - Supervisor must check-in at the Demers Service Desk to pick-up labor.

Supervisor Contact:	Phone:
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Date	Start Time	No. of Laborers	X	Approx. Hrs Per Laborer	=	Total Hours	@	Hourly Rate	=	Estimated Total Cost
			X		=		@		=	
			X		=		@		=	

DEMERS Supervision 30% or \$60.00 Minimum

8% Admin Fee

Total

If you elect Demers Supervised Labor to assemble your display, the display must have complete explicit instructions. Any booth without complete explicit instructions will either incur additional labor costs for specialty labor or not be installed.

DISMANTLE LABOR

Demers Exposition Supervised Labor - Dismantle of your exhibit will be completed at our discretion at the close of the show. The charge for this service is 30% of the total installation labor bill, or a minimum of \$60.00

Emergency Contact:	Phone:
Display Contact:	Phone:

Exhibitor Supervised Labor - Supervisor must check-in at the Demers Service Desk to pick-up labor.

Supervisor Contact:	Phone:
---------------------	--------

Date	Start Time	No. of Laborers	X	Approx. Hrs Per Laborer	=	Total Hours	@	Hourly Rate	=	Estimated Total Cost
			X		=		@		=	
			X		=		@		=	

DEMERS Supervision 30% or \$60.00 Minimum

8% Admin Fee

Total

Company Name:	Booth# (if known):
Address:	Phone:
City/State/Zip:	Date:
Authorized by:	Signature:
E-mail:	

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