SHOW FACTS

New England Boat Show
Thomas M. Menino
Convention & Exhibition Center
February 10-14, 2027

BOOTH EQUIPMENT

Each *10'x10'* booth space includes one 8' high back drape, two 3' high side drapes, and one booth ID sign. Drapery colors are silver and white.

EXHIBIT HALL CARPET

The Exhibit Hall is not carpeted. Aisles will be carpeted.

DISCOUNT PRICES

In order to receive the discounted rates listed in this manual, we must receive your order by:
Friday, January 22, 2027. Order online (see page 2) and save the 8% Administrative Fee.
ADVANCE DEADLINE FOR BULK CARPETING: Friday, January 15, 2027.
ADVANCE SHIPPING DEADLINE: Monday, January 25, 2027.

SHOW SCHEDULE

Exhibitor Move-In:
Saturday, February 6, 2027 from 8:00am - 5:00pm
Sunday, February 7, 2027 from 8:00am - 5:00pm
Monday, February 8, 2027 from 8:00am - 5:00pm
Tuesday, February 9, 2027 from 8:00am - 5:00pm

Show Hours:
Wednesday, February 10, 2027 from 12:00pm - 8:00pm
Thursday, February 11, 2027 from 12:00pm - 8:00pm
Friday, February 12, 2027 from 12:00pm - 8:00pm
Saturday, February 13, 2027 from 10:00am - 8:00pm
Sunday, February 14, 2027 from 10:00am - 6:00pm

Exhibitor Move-Out:
Sunday, February 14, 2027 from 6:00pm - 10:00pm
Monday, February 15, 2027 from 8:00am - 6:00pm
Tuesday, February 16, 2027 from 8:00am - 3:00pm

UNION JURISDICTION See page 22 for more information

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860.882.0003 – Fax 860.579.3976 – Email info@demersexpo.com
www.demersexpo.com

Demers Events & Expo Services

ONLINE ORDERING

Exhibitor Orders Must Be Completed with our 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.

The Last Day to Receive discount pricing is: Friday, January 22, 2027.
ADVANCE DEADLINE FOR BULK CARPETING: Friday, January 15, 2027.
ADVANCE SHIPPING DEADLINE: Monday, January 25, 2027.
Floor prices apply after that date.
The Storefront will close on Wednesday, January 27, 2027.
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 **Friday, January 22, 2027** 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

STANDARD FURNISHINGS

New England Boat Show, MCEC, February 10-14, 2027

Order Online and Save the Assessed 8% Administrative Fee

CARPETING

QTY	Carpet Size	Advance	Floor	Subtotal
	9' x 10' Carpet	352.00	495.00	
	9' x 20' Carpet	777.00	990.00	
	9' x 30' Carpet	1164.00	1484.00	
	9' x 40' Carpet	1554.00	1978.00	

Carpet Color: Gray Blue Red Black Emerald Green (Circle Choice)

Special Cut Carpeting Over 400 SQ FT
Please see next page for pricing

Carpet Padding
Booth Size:_____ft. x_____ft. =_____SQ FT x $2.25=_____

SKIRTED TABLES

Skirt Colors: Gray Blue Red Black White Green Burgundy (circle choice)

QTY	Table Size	Advance	Floor	Subtotal
	2' x 4' x 30" high	200.00	275.00	
	2' x 6' x 30" high	242.00	332.00	
	2' x 8' x 30" high	282.00	384.00	
	2' x 4' x 40" high	235.00	322.00	
	2' x 6' x 40" high	286.00	374.00	
	2' x 8' x 40" high	341.00	466.00	

UNSKIRTED TABLES

QTY	Table Size	Advance	Floor	Subtotal
	2' x 4' x 30" high	86.00	108.00	
	2' x 6' x 30" high	128.00	163.00	
	2' x 8' x 30" high	171.00	224.00	
	2' x 4' x 40" high	110.00	141.00	
	2' x 6' x 40" high	166.00	212.00	
	2' x 8' x 40" high	224.00	286.00	

CHAIRS

QTY		Advance	Floor	Subtotal
	Upholstered arm chair	106.00	144.00	
	Black Bar Stool w/ foot rest	143.00	195.00	
	Tubular folding chair	39.00	70.00	
	Upholstered bar stool	156.00	200.00	
	Padded side chair	94.00	128.00	

SPECIAL DRAPERY/SKIRTING

Drape Colors: Gray Blue Red Black White Green Burgundy (circle choice)

QTY		Advance	Floor	Subtotal
	8' high drapery Per Linear Foot	27.00	35.00	
	3' high drapery Per Linear Foot	23.00	30.00	
	13'-long table skirting	80.00	104.00	

ACCESSORIES

QTY		Advance	Floor	Subtotal
	Clothes Tree	97.00	123.00	
	Easel (Tripod Display)	84.00	108.00	
	Garment Rack	100.00	131.00	
	Panelboard	350.00	438.00	
	Pegboard	350.00	438.00	
	Stage (4' x 4' all heights up to 36")	443.00	555.00	
	Stage (4' x 4' w/ carpet & skirt)	488.00	605.00	
	Stanchion Post	143.00	182.00	
	Stanchion Belt	30.00	48.00	
	Waste Basket	35.00	45.00	

- ORDER SUMMARY -

Subtotal:	$
6.25% Sales Tax:	$
8.00% Admin Fee:	$
Grand Total:	$

Advance price deadline: ***Friday, January 22, 2027.*** 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. Rentals 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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BULK SPACE CARPET

Submit this form to rent bulk carpet from Demers.
Orders received without full payment or credit card information will not be processed. Order online to save 8% administrative fee.

Advance Order Discount Deadline: Friday, January 15, 2027

Bulk Space Carpet

Select from Standard Colors *(if no color is selected, show colors will prevail)*

☐ **Black** ☐ **Grey** ☐ **Forest Green** ☐ **Red**

10' wide carpet in lengths of 40' or more will be available at the following costs:

$3.09 per square foot (discount price)
or
$5.07 per square foot (standard price)

Calculation for custom bulk carpet at the discount price for orders received BEFORE: Friday, January 15, 2027

_____ Length **x** _____ Width = _____ square feet **x** $3.09 = **$**_____

Calculation for custom bulk carpet at the standard price for orders received AFTER: Friday, January 15, 2027

_____ Length **x** _____ Width = _____ square feet **x** $5.07 = **$**_____

Carpet Protection (Visqueen)

Calculation for carpet protection for load in:

_____ Length **x** _____ Width = _____ Square feet **x** $.39 = **$**_____

Calculation for carpet protection for load out:

_____ Length **x** _____ Width = _____ Square feet **x** $.39 = **$**_____

To gurantee availability, orders must be received 30 days prior to show move-in. Demers reserves the right to substitute carpet colors. Carpet will be installed in new or as new condition. Exhibitor is responsible for excessive wear on carpet. Excessive wear and dirt will result in Exhibitor being charged for cleaning services. The use of carpet protection for move in and move out is suggested. ***All carpet sizes must be rounded up to the nearest 10' increment e.g. a 35' x 50' booth will be calculated as 40' x 50'*** Cancelled orders for custom carpet will be charged 100%.

Terms / Order Estimate

Subtotal $_____
6.25% Tax $_____
Total $_____

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

Additional Booth Accessories

Looking for an item you do not see? Please call our office for availability and pricing.



Tote Bag Holder



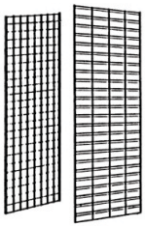
Faux Tree



Literature Rack



Gondola



Gridwall

Actual products may vary from images shown

ITEM	QTY	X	PRICE	=	TOTAL
TOTE BAG HOLDER/RACK		X	$ 84.00	=	
SILK PALM TREE		X	$ 98.00	=	
LITERATURE RACK		X	$ 132.00	=	
COFFEE TABLE		X	$ 145.00	=	
2'X6' GRIDWALL (MUST ORDER AT LEAST 2)		X	$ 84.00 EA	=	
4' GONDOLA (COMES WITH 2 SHELVES)		X	$ 312.00	=	
ADDITIONAL GONDOLA SHELVES (2 ADDITIONAL MAX PER GONDOLA)		X	$ 34.00 EA	=	
			SUBTOTAL		$
			6.25% SALES TAX		$
			8.00% ADMIN FEE		$
			GRAND TOTAL		$

Advance price deadline: Friday, January 22, 2027. Orders placed after deadline date will be assessed a 25% late fee. 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. Rentals 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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ELITE SERIES FURNITURE



SORRENTO WHITE



SORRENTO BLACK

SORRENTO COUCH



SOUTH BEACH BISTRO 42' TABLE



SOUTH BEACH BAR CHAIR



SANIBEL BISTRO 42' TABLE



SANIBEL BAR CHAIR
HIGH BACK ALSO AVAILABLE

SOUTH BEACH

SANIBEL



SORRENTO CHAIR WHITE



SORRENTO CHAIR BLACK

SORRENTO CHAIR

ITEM	QTY	X	PRICE	=	TOTAL
SORRENTO COUCH WHITE		X	$ 764.00	=	
SORRENTO COUCH BLACK		X	$ 732.00	=	
SOUTH BEACH BISTRO 42" TABLE		X	$ 424.00	=	
SOUTH BEACH BAR CHAIR		X	$ 224.00	=	
SANIBEL BISTRO TABLE		X	$ 424.00	=	
SANIBEL BAR CHAIR - LOW BACK		X	$ 224.00	=	
SANIBEL BAR CHAIR - HIGH BACK		X	$ 224.00	=	
SORRENTO CHAIR WHITE		X	$ 542.00	=	
SORRENTO CHAIR BLACK		X	$ 510.00	=	
			SUBTOTAL		$
			6.25% SALES TAX		$
			8% ADMIN FEE		$
			GRAND TOTAL		$

Advance price deadline: Friday, January 22, 2027. Orders placed after deadline date will be assessed a 25% late charge. 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. Rentals are based on availability. Order early to guarantee what you want is available.

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

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Demers Events & Expo Services

Cord Rental and Installation

ORDER ONLINE AND SAVE THE 8% ADMINISTRATIVE FEE!

Cord Installation Labor

These craftsmen lay & pull electrical cords.

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
***FOUR Hour Minimum per Laborer**

Rates: per person/per hour

ADVANCE PRICE	*SHOWSITE PRICE*
$209.30	$308.59
$313.95	$462.89
$418.60	$617.18

***Advance Pricing Deadline:* Friday, January 22, 2027**

CORD INSTALLATION LABOR

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.

☐ **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:

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		
								8.00% Admin Fee		
								Total		

CORD RENTAL

ITEM	QTY	X	PRICE	=	TOTAL
15' Flat Electrical Cord		X	$ 49.00	=	
25' Flat Electrical Cord		X	$ 59.00	=	
30' Flat Electrical Cord		X	$ 70.00	=	
50' Flat Electrical Cord		X	$ 80.00	=	
			SUBTOTAL		$
			6.25% SALES TAX		$
			8.00% ADMIN FEE		$
			GRAND TOTAL		$

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

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Cord Rental and Installation

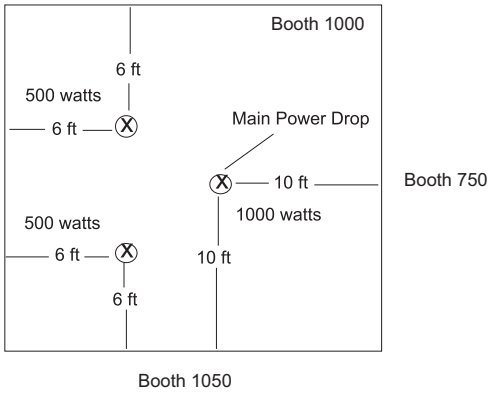
TERMS & CONDITIONS

1. Straight time rates apply to labor calls between the hours of 8:00 a.m. and 4:30 p.m., Monday through Friday. Overtime rates apply to labor calls before 8:00 a.m. and after 4:30 p.m., Monday through Friday, Saturdays, Double time rates apply to labor calls all day Sundays and Holidays.
2. Labor rates are based on current wage scales and are subject to change in the event of a wage increase after rates have been published.
3. A minimum charge of one hour is applicable to all labor requests. Additional time on the same day is billed in 1/2 hour increments. Continuations to another day are a minimum of 1 hour. A one hour minimum charge will apply to pick up cords.
4. Charges for labor commence at time of dispatch to service the labor call. A one hour minimum will apply if an exhibitor representative is not present at the time of call or reschedules the call, unless 24 hour advance notice is received in writing.
5. Labor charges will include the time for laborers to gather the necessary tools and material for the job, have their work checked by the client and return the tools and material to the supply area.
6. Every effort will be made to dispatch laborers as requested but start times cannot be guaranteed. 8:00 a.m. calls will be filled on a first come first served basis as orders are received.
7. Claims will not be considered, or adjustments made, unless filed in writing, by Exhibitor, prior to the close of the event.
8. Demers is not responsible for any damage or loss caused by the loss of power beyond its control and Exhibitor agrees to hold Demers, it officers, directors, employees and agents harmless from such power loss. IN NO EVENT SHALL DEMERS BE LIABLE FOR ANY INDIRECT OR CONSEQUENTIAL DAMAGES (INCLUDING WITHOUT LIMITATION LOST PROFITS) EVEN IF ADVISED OF THE POSSIBILITY OF SUCH DAMAGES, WHETHER UNDER THEORY OF CONTRACT, TORT (INCLUDING NEGLIGENCE), PRODUCTS LIABILITY OR OTHERWISE. Exhibitor shall indemnify and hold harmless Demers its officers, directors, employees, and agents from and against any and all claims, liabilities, damages, fines penalties or costs of whatsoever nature (including reasonable attorneys' fees) arising out of or in any way connected with Exhibitor's actions or omissions under this Agreement.

EXAMPLE OF PLAN AND INFORMATION REQUIRED TO COMPLETE FLOORWORK

Please indicate the following on the floor plan.

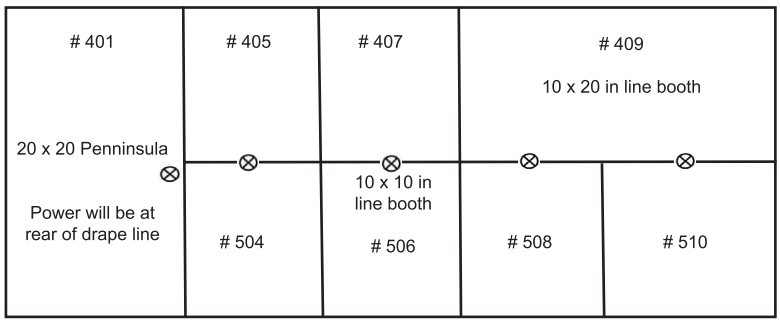
1. **Location and load of main power drop - please provide specific dimensions and wattages/amperages.**
2. **Location and load of all outlets - please provide specific dimensions and wattages/amperages.**
3. **Booth orientation - please provide surrounding aisle and/or booth numbers**



IN LINE BOOTHS

Power is run or dropped to in line booths along the back walls or drape line of multi booth sections. The "main power locations" therefore are always located at the back of in line and penninsula booths. Outlets may not be in the exact center of the back wall. 120 volt outlets are shared by back to back booths.

Example: Outlet = ⊗



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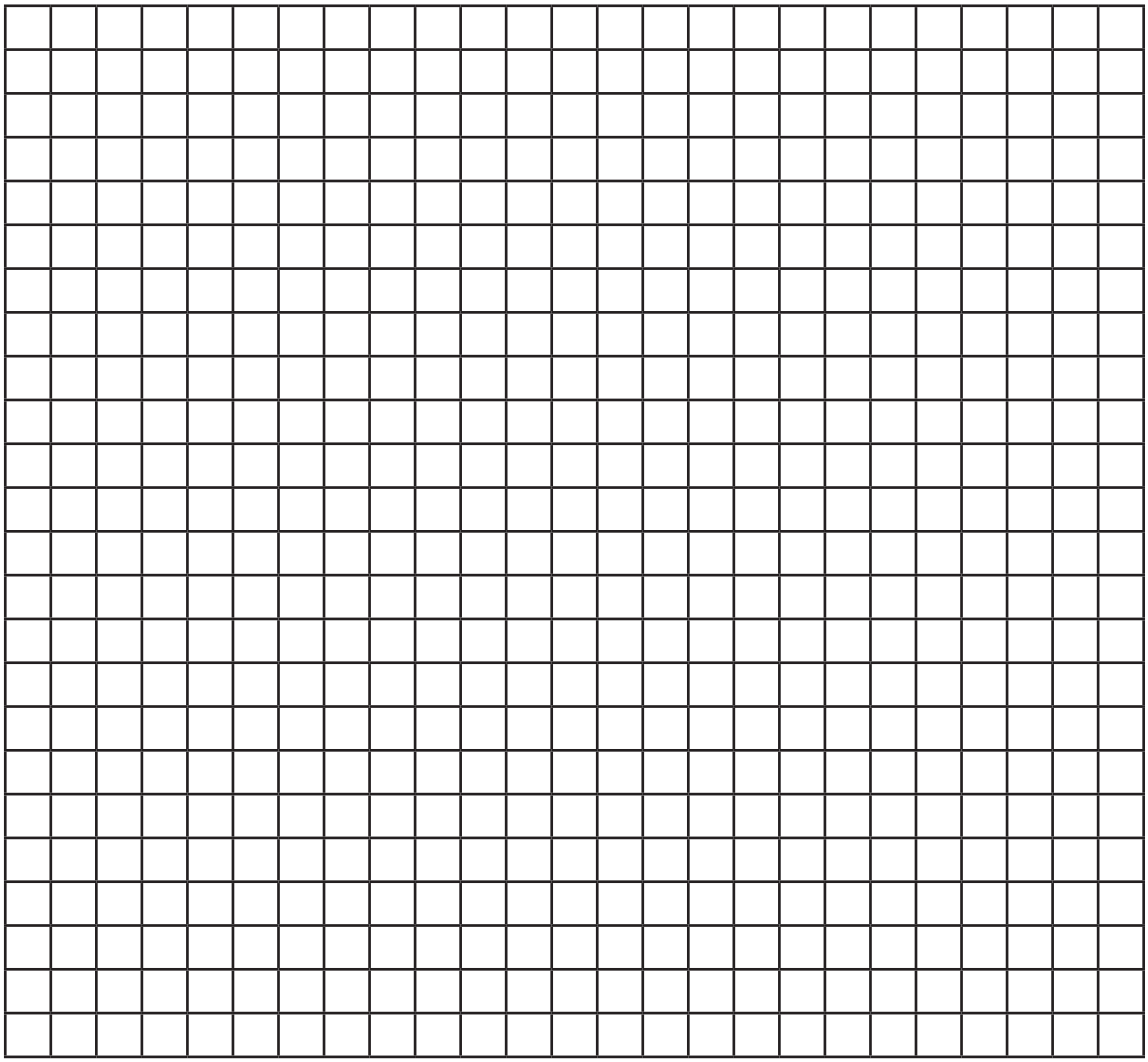
Cord Rental and Installation

ELECTRICAL/INTERNET CORD LABOR GRID

COMPANY NAME _____ BOOTH # _____

ADJACENT AISLE OR BOOTH # _____

ADJACENT AISLE OR BOOTH # _____



ADJACENT AISLE OR BOOTH # _____

ADJACENT AISLE OR BOOTH # _____

A measurement scale can be applied to reflect the size of your booth.

10 x 10 use 1 square = 1/4 foot **20 x 20 use 1 square = 1/2 foot** **40 x 40 use 1 square = 1 foot**

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DIGITAL GRAPHICS AND SIGNS

Your presentation is everything!!!

Impress your potential new customer and stand out from your competitors with high-impact digital graphics in your booth. Let our team of graphic designers and sign professionals bring your booth to the next level with high impact digital graphics.

The next pages are graphics order forms. Use these forms as a guideline or consult with our graphics team to determine what will be best for your booth.

Contact us at 860.882.0003







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SIGN & GRAPHICS ORDER FORM

To order your graphics, complete this order form and send your electronic file. Please see artwork guidelines for electronic files on the following page. Note: All graphics are subject to a 100% cancellation charge.

DIGITAL GRAPHICS

Demers Expo can provide the finest state-of-the-art digital graphic reproduction available on the market today. Capabilities include full-color spectrum, photo-quality, high-resolution digital printing in any size for banners, easel signage, and more.

PRICING GUIDE

_____ L X _____ W = _____ Square Feet

Round length and width up to nearest foot

_____ *Square Feet* X $25.75 per Sq. Ft. Discount Price or $36.05 per Sq. Ft. Standard Price = _____ Total

In order to receive the discounted pricing, your order must be received by Friday, January 22, 2027.
Minimum order per graphic 6 sq. ft.; Double sq. ft. for double-sided graphics; File conversion, retouching, cloning or color correcting may incur additional labor charges (Demers will advise of charges before work is performed).
Please call an Exhibitor Sales Specialist for price quotes on graphics over 80 sq. ft.

BACKING MATERIAL

Standard:
- ☐ Foam Core
- ☐ PVC Fluted
- ☐ 13 oz Banner

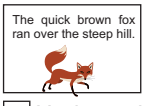
Upgraded: (additional 15% charge)
- ☐ Sintra
- ☐ Gator Board
- ☐ Plexi

If backing material is not selected, PVC Fluted will be used.

SIGN LAYOUT



☐ Vertical



☐ Horizontal



☐ Designer to decide

SPECIAL INSTRUCTIONS

Please indicate the file name that will be emailed or uploaded to our FTP (see next page) _____

_____ Total x _____ 6.25% Sales Tax + _____ 8.00% Admin Fee = _____ Grand Total

If you will be ordering more than one sign, please use one order form per graphic/sign.

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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Demers Events & Expo Services

ARTWORK & FILE GUIDELINES

DES-Demers Expo will provide you with the best possible quality graphics for your event or exhibit. You can assist us in that effort by providing digital art files using the guidelines listed below. If you are sending us completed, print-ready files, please pass the following information on to your graphics designer. Two overall considerations for submitting acceptable artwork involve proper resolution or size of the file to avoid poor quality images, and proper color matching information and proofs to ensure accurate color reproduction.

PREFERRED SOFTWARE AND FILE FORMATS

We are capable of working with both PC and MAC based software, and can accept art created with the following software programs:
• ADOBE—Illustrator, InDesign, and Photoshop
• COREL DRAW

The following files can be submitted for graphic reproduction:
• EPS and AI
• TIF
• PDF
• JPG
Vector formats are best to use. When using vector-based formats include all fonts, or convert fonts to outlines or paths

File types that cannot be used to reproduce high-quality graphics include:
• GIF files
• Microsoft Office software files such as Word (.doc), or PowerPoint (.ppt) file types
• Self-extracting files, such as EXE or SEA files

HOW TO SEND ARTWORK

• Artwork files that are of acceptable resolution as listed above will typically be too large to send via email. Files may be shared via online file sharing with program of your choice, saved and sent via overnight delivery on either a CD-ROM or a DVD, along with the hard-printed proof copy. (Floppy disks and zip drives are not a good option for sending large graphics files.)
•Files may also be uploaded to DES-Box Files. Please contact Demers at 860-882-0003 to obtain access.
•If your artwork files are below 6 megabytes they can be e-mailed to info@demersexpo.com.

MATERIAL HANDLING ORDER FORM

CRATED: Material that is skidded or is in any type of shipping container that can be unloaded at the dock with no additional handling required.
SPECIAL HANDLING: Material delivered by a carrier in such a manner that it requires additional handling, such as ground unloading, stacked or constricted space unloading, designated piece unloading, shipment integrity, alternate delivery location, loads mixed with pad wrapped material, carpet and/or pad only shipments, no documentation and shipments that require additional time, equipment or labor to unload. **Federal Express, UPS & DHL** 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 points.
CARPET AND/OR PAD ONLY: Shipments that consist of loose carpet and/or padding only require additional labor and equipment to unload.
TRUCKS: All trucks, including co-owned or rental vehicles, with cargo area of 24' or larger in length will be off-loaded or loaded by the official material handling contractor.

STRAIGHT TIME: 8:00 A.M. to 4:30 P.M. Monday through Friday
OVERTIME: 4:30 P.M. to 8:00 A.M. Monday through Friday, all day Saturday, Sunday, and Holidays
Note: Some inbound and outbound material handling services will have overtime charges applied.

Union Holidays: New Year's Day, Martin Luther King Day, President's Day, Good Friday, Patriot's Day, Memorial Day, Independence Day, Labor Day, Columbus Day, Veteran's Day, Thanksgiving Day, Christmas Day

RATE CLASSIFICATIONS:	PRICE PER CWT	MINIMUM
Warehouse Shipment (200 lb. minimum)		
Crated or Skidded Shipment	$185.00	$370.00
Special Handling Shipment	$230.00	$460.00
Carpet and/or Pad Only Shipment	$248.00	$496.00

For every 100 square feet of booth space an exhibitor purchases they will receive 200 lbs. of direct to show site material handling at no charge. Weights above the 200lbs per 100 square feet of booth space will be charged at below rates.

Show Site Shipment (200 lb. minimum)		
Crated or Skidded Shipment	$172.00	$344.00
Special Handling Shipment	$215.00	$430.00
Uncrated or Pad Wrapped Shipment	$252.00	$504.00
Carpet and/or Pad Only Shipment	$252.00	$504.00

Small Package - Maximum weight is 30 lbs per shipment
Per Shipment $ 57.00
*A small package shipment is a shipment totaling any number of pieces with a combined weight not to exceed 30 lbs that is received on the same day, from the same shipper and delivered by the same carrier.

ADDITIONAL SURCHARGES:

Shipment Delivered after Deadline Date (in addition to above rates)		
Warehouse Shipment after January 25, 2027	$ 46.00	$ 92.00
Show Site Shipment after Show Opening	$ 46.00	$ 92.00

All rates quoted above are straight time rates. All freight received at the warehouse that must be moved into or out of the booth before 8:00 am or after 4:30 pm on weekdays will be charged overtime rates. Show site overtime hours are before 8:00 am and after 4:30pm on weekdays. Any time on Saturday, Sunday or holidays will be charged overtime each way in addition to the above rates.

Overtime Charge - Warehouse (in addition to above rates)		
Crated or Skidded Shipment	$ 92.50	$185.00
Special Handling Shipment	$ 115.00	$230.00
Carpet and/or Pad Only Shipment	$ 124.00	$248.00
Overtime Charge - Show Site (in addition to above rates)		
Crated or Skidded Shipment	$ 86.00	$172.00
Special Handling Shipment	$ 107.50	$215.00
Uncrated or Pad Wrapped Shipment	$ 126.00	$252.00
Carpet and/or Pad Only Shipment	$ 126.00	$252.00
Off-target Charge (in addition to above rates)	25% additional	
Non-Payment	$25.00	$100.00

PLEASE COMPLETE THE FOLLOWING:

	CARRIER	*# PIECES*	*SHIPMENT WEIGHT* ROUND UP TO NEAREST 100 lbs		*CWT* Minimum Charge 2 CWT	*RATE per CWT*	*SUB TOTAL CHARGES*	*APPLICABLE OVERTIME CHARGES*	*ESTIMATED CHARGES*
SHIPMENT 1			lbs.	÷ 100 =		x			
SHIPMENT 2			lbs.	÷ 100 =		x			
SHIPMENT 3			lbs.	÷ 100 =		x			
				LATE SHIPMENT(s) to DES Warehouse		$25.00 per cwt		$100.00 Minimum Charge	$
								6.25% Service Fee	$
				Order Online and Save the 8% Administrative Fee				**8.00% Admin Fee**	$
								TOTAL ESTIMATED CHARGES	$

See Next Page For Additional Information

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

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www.demersexpo.com

Demers Events & Expo Services

IN/OUTBOUND SHIPMENTS

Inbound Shipments:
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.
Please use enclosed labels on all pieces

ADVANCE SHIPPING ADDRESS

TO: **Name of Exhibitor & Booth Number**
FOR: **New England Boat 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 shipment without late fee: **Monday, January 25, 2027.** *After this date, a 25% off-target fee applies.*

DIRECT SHIPPING ADDRESS – TO EVENT SITE
TO: **Name of Exhibitor & Booth Number**
FOR: **New England Boat Show**
c/o Demers Exposition Services, Inc.
MCEC
1 Cypher St
Boston, MA 02210

Demers will receive shipments at the event site on **February 6-9, 2027 only.** Arrival at any time other than on **February 6-9, 2027** will be assessed a Off-target fee of 25% of the total drayage charges. Shipments may be refused or redirected by the facility if received on any dates other than listed.

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. Truck & trailers that are loaded as mentioned will receive a 25% surcharge on drayage costs.

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 addresses, exhibitor agrees to terms and conditions of the attached LIABILITY AND INSURANCE BULLETIN on page 18.

Outbound Shipments:
- Exhibitors who have freight going outbound after the event must complete a Demers Bill of Lading at the Demers Service Desk at the event site.
- Exhibitor is responsible for making prepaid outbound shipping arrangements.
- Exhibitors may arrange with the designated show carrier (ABF Freight) or with their own carrier to pick-up their shipment(s) at the close of the event.
- Regardless of carrier, exhibitors must have used Demers services for inbound material handling. If not, material handling fees will apply.
- Carriers must check in within the first hour of dismantle. If your carrier does not arrive for pick-up, your items will be forced out from the event site with the house carrier at the Exhibitor's expense to the last known address from the inbound bill of lading.
- Shipments returned to the DES Warehouse for Outbound Shipping will be assessed Outbound Handling Fees of $50.00 per CWT ($100.00 minimum applies) if drayage has been paid on the inbound.
- **Shipments returned to the DES Warehouse may be picked up beginning** **Friday, February 19, 2027** (Warehouse hours are M-F, 8:30 am - 3:30 pm, excluding Holidays).
- Items left on the show floor at the end of dismantle without a Demers Bill of Lading will be assessed a minimum 1 hour labor charge in addition to outbound handling fees (actual charges to be determined).
- RETURN OF EMPTY CRATES MAY TAKE UP TO 1 HOUR OR MORE AFTER THE CLOSE OF THE SHOW.

SHIPPING LABELS ADVANCE

Copy and use this label for Advanced Shipment to warehouse on or before **Monday, January 25, 2027.**

R U S H !

D E S F R E I G H T

TO: _____

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

New England Boat 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 Avenue
East Hartford, CT 06108

Carrier _____

Number _____ of _____ pieces

NEW ENGLAND BOAT

MCEC

New England Boat Show, MCEC, February 10-14, 2027

SHIPPING LABELS DIRECT

Copy and use this label for Direct Shipment to SHOWSITE between **February 6-9, 2027.**

RUSH!

DES FREIGHT

TO: _____

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

New England Boat Show

_____

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

c/o Demers Exposition Services, Inc.
MCEC
1 Cypher St
Boston, MA 02210

Carrier _____

Number _____ of _____ pieces

NEW ENGLAND BOAT

MCEC

New England Boat Show, MCEC, February 10-14, 2027

MATERIAL HANDLING INSURANCE LIABILITY TERMS AND CONDITIONS

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 material 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 the time of our actual pick-up from exhibitor's booth and corrections made where discrepancies occur. The Exhibitor retains the right to remain with its designated freight at the exhibit location until the freight is picked up and physically loaded by Demers or its authorized agents at the conclusion of the event. Demers will guarantee the accuracy of the piece count as indicated on the Bill of Lading (BOL) only if the Exhibitor or its authorized representative is physically present to verify and confirm the count at the exact time of the Demers pickup. In the event the Exhibitor or its representative departs prior to the freight pickup, Demers shall proceed with the pickup and will make necessary, unilateral adjustments to the shipping documents, including the BOL, to reflect only the actual pieces found in the booth or staging area; the Exhibitor expressly understands and agrees that in such an instance, Demers shall take no responsibility for the initial piece count noted on the documents and the Exhibitor waives any claim related to piece count shortages.

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 shipment) of the terms and conditions set forth in this bulletin.

By requesting or accepting assistance from Demers in the movement, handling, transportation, or storage of freight, materials, or goods of any kind ("Goods"), it is hereby acknowledged and agreed that Demers' total liability for loss, damage, theft, delay, or any other claim relating to such Goods shall be limited to the cost stated in the Material Handling Terms & Conditions, unless alternative arrangements have been mutually agreed upon in writing prior to the commencement of such services. The Exhibitor's acceptance of these Terms and Conditions shall be deemed effective immediately upon Demers' handling or movement of any Goods on behalf of the Exhibitor.

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

LABOR ORDER FORM

New England Boat Show, MCEC, February 10-14, 2027

ORDER ONLINE AND SAVE THE 8% ADMINISTRATIVE FEE!

Display Labor

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

		Rates: per person/per hour	
		ADVANCE PRICE	*SHOWSITE PRICE*
STRAIGHT TIME	8:00am to 4:30pm, Monday - Friday	$209.30	$308.59
OVERTIME	8:00am to 4:30pm, Saturday & Sunday	$313.95	$462.89
	4:31pm to 11:59pm, Monday - Sunday		
DOUBLE TIME	12:00am - 7:59am, Monday - Sunday & all Holidays	$418.60	$617.18

***FOUR Hour Minimum per Laborer**

***Advance Pricing Deadline:* Friday, January 22, 2027**

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.

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:

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

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.

DEMERS Supervision 30% or $60.00 Minimum	
8.00% Admin Fee	
Total	

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 dismantle 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
			×		=		@		=	
			×		=		@		=	

DEMERS Supervision 30% or $60.00 Minimum	
8.00% Admin Fee	
Total	

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

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Demers Events & Expo Services

FORKLIFT PICK SERVICE

Forklift Pick Service is provided for materials such as skids of concrete blocks, buckets, etc. Forklift Pick Service includes taking items off your company truck and move them directly to ground level. Movement from your truck to your booth constitutes material handling order form.

- Forklift capacity is 5,000 lbs. per piece.
- Pick service will be charged per pick.
- Service can be provided during exhibitor move-in/move-out times.
- Refer to the Rate Information included on this page
- Materials shipped by third party carriers to the Demers Warehouse or to show-site will be charged per hundred weight as specified in the Material Handling Services Order Form included in this Kit.

RATE SCHEDULE

		ADVANCE PRICE		*SHOWSITE PRICE*	
		Per Pick	*Extra Assistant*	*Per Pick*	*Extra Assistant*
STRAIGHT TIME	8:00am to 4:30pm, Monday - Friday	$239.61	$223.19	$283.31	$321.54
OVERTIME	8:00am to 4:30pm, Saturday & Sunday	$359.42	$334.79	$424.97	$482.31
	4:31pm to 11:59pm, Monday - Sunday	$479.22	$446.38	$566.62	$643.08
DOUBLE TIME	12:00am - 7:59am, Mon. - Sun. & all Holidays				

Advance Pricing Deadline: **Friday, January 22, 2027**

To qualify for this service, items must be palletized, skidded, or in some manner able to be handled with a forklift without the need for special rigging. Please note the price is per pick - off is one pick and back on your truck is another pick.

MOVE IN PICKS

Description	Date	Start Time	Total Weight	No. of Picks	X	Rate	=	Estimated Total Cost
					×		=	
					×		=	
							Sub-Total	
							8.00% Admin Fee	
							Total	

Order Online and save the 8% Administrative Fee!

MOVE OUT PICKS

Description	Date	Start Time	Total Weight	No. of Picks	X	Rate	=	Estimated Total Cost
					×		=	
					×		=	
							Sub-Total	
							8.00% Admin Fee	
							Total	

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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Demers Events & Expo Services

CLEANING ORDER FORM

Vacuuming of booth carpet per 10'x10' booth space @ $95.00 per day; service includes general booth vacuuming prior to the opening of the show on each day requested.

VACUUMING

Description	Date Requested	No. of Booths	X	Rate per Day	=	Estimated Total Cost
Vacuuming			×	$95.00	=	
Vacuuming			×	$95.00	=	
Vacuuming			×	$95.00	=	
Vacuuming			×	$95.00	=	

Order Online and save the 8% Administrative Fee! 8% Admin Fee

Total

BULK SPACE VACUUMING (AREA OVER 600 SQ FT)

Description	Date Requested	Booth Dimensions L	X	W	=	TTL SQ FT	X	$1.05	=	Estimated Total Cost
Vacuuming			×		=		×	$1.05	=	
Vacuuming			×		=		×	$1.05	=	
Vacuuming			×		=		×	$1.05	=	
Vacuuming			×		=		×	$1.05	=	

Order Online and save the 8% Administrative Fee! 8% Admin Fee

Total

Porter service per 10'x10' booth space @ $95.00 per day; service includes emptying of trash cans, replacement of trash can liners, and disposal of trash in your booth space.

PORTER SERVICE

Description	Date Requested	No. of Booths	X	Rate per Day	=	Estimated Total Cost
Porter Service			×	$95.00	=	
Porter Service			×	$95.00	=	
Porter Service			×	$95.00	=	
Porter Service			×	$95.00	=	

Order Online and save the 8% Administrative Fee! 8% Admin Fee

Total

BULK SPACE PORTER SERVICE (AREA OVER 600 SQ FT)

Description	Date Requested	Booth Dimensions L	X	W	=	TTL SQ FT	X	$1.05	=	Estimated Total Cost
Porter Service			×		=		×	$1.05	=	
Porter Service			×		=		×	$1.05	=	
Porter Service			×		=		×	$1.05	=	
Porter Service			×		=		×	$1.05	=	

Order Online and save the 8% Administrative Fee! 8% Admin Fee

Total

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

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Demers Events & Expo Services

UNION JURISDICTIONS

UNION JURISDICTIONS ARE IN EFFECT AT THE THOMAS M. MENINO CONVENTION CENTER
PLEASE READ THE FOLLOWING SUMMARY OF WHEN LABOR RULES APPLY
THESE RULES MAY IMPACT YOU AS A VENDOR:

(1) If You Require Mechanized Equipment To Move Your Items:
Work rules require that the official material handling contractor off-load all equipment and display material from commercial carriers/common carriers or van lines. The use of fork trucks, pallet jacks and lift gates are permitted only by personnel of the official material handling contractor. Exhibitors are allowed to perform their own material handling, provided they meet all of the following criteria:

Personnel performing the work must be bona fide, full-time company employees of the exhibiting company.

They must be off-loading from a company owned truck or rental vehicle, or from a car, van or truck owned by personnel of the exhibiting company. **All trucks, including co-owned or rental vehicles, with cargo area of 24' or larger in length will be off-loaded or loaded by the official material handling contractor.**

They may use only hand-operated equipment, which they have provided; two wheeled hand trucks and four-wheeled flat trucks are permitted. The use of fork trucks, pallet jacks, lift gates or any other mechanical equipment is not permitted by anyone other than the official drayage contractor.

The use of a loading dock will require your equipment to be unloaded and reloaded by the official drayage contractor.

(2) If You Require Assistance To Set Your Booth:
You may have your full-time employees perform the work to set your booth. The employees used MUST BE FULL-TIME EMPLOYEES of the exhibiting company. Employment ID to verify full-time employment must be produced if requested. Assistance needed in addition to your full-time employees must be ordered through Demers Exposition Services.

For rigging, banner hanging and truss work please use link below to access JCALPRO Order Forms:

https://www.newenglandboatshow.com/sites/default/files/inline-files/Rigging%20-mon.pdf

Notice to Exhibitors Regarding use of Exhibitor Appointed Contractors:
Exhibitor Appointed Contractors (EAC) may supervise the work performed, but employees of the EAC may not perform the actual work to set the booth.