



APPLICATION AND CONTRACT FOR EXHIBIT SPACE

Border Security Expo

April 11-12, 2017

Henry B. Gonzalez Convention Center
San Antonio, TX



STEP 1: CONTACT INFORMATION Complete the following information **exactly as you wish it to appear in all show materials.** All correspondence will be sent to the contact person indicated below.

Company Name _____
 Address _____ City _____
 State _____ Zip/Postal Code _____ Country _____ Website _____
 Parent Company Name (if different from above) _____
 Contact Name _____ Title _____
 Email _____ Phone _____

STEP 2: ITEM REQUEST

Please refer to page 2 of the contract for booth space and item selection.

**TOTAL CONTRACT AMOUNT
FROM PAGE 2**

COST:\$ _____

Deposit and Payment Schedule Cancellation Fee Schedule

| | | | |
|----------------------------------|------|--------------------------|------|
| Deposit due with application | 50% | Through October 14, 2016 | 50% |
| Balance due October 14, 2016 | 100% | After October 14, 2016 | 100% |
| Contracts after October 14, 2016 | 100% | | |

Exhibit space will not be held or confirmed without deposit. Failure to make payments does not release the contracted or financial obligation of Exhibitor.

STEP 3: PAYMENT INSTRUCTIONS

CREDIT CARD PAYMENT - If you wish to make payment by credit card, please complete and sign. ALL SECTIONS MUST BE COMPLETED TO PROCESS CREDIT CARD PAYMENT.

Check One

MasterCard Visa American Express Discover

Credit Card # _____ Exp. Date ____ / ____

Sec Code # _____ Authorized Signature _____

Print name as it appears on card _____

Card Holder's Address _____

City/State _____ Zip/Postal Code _____

Amount Authorized \$ _____

CHECK/WIRE PAYMENT - Please be sure to reference Invoice Numbers on all payments

Checks must be drawn on a U.S. bank in U.S. dollars

Checks payable to: Clarion Events

Mail payments to: Clarion Events/Gross Duke Nelson
2340 Perimeter Dr., Suite 100
Atlanta, GA 30341-1318

Wire Transfer: contact us for details

STEP 4: ACCEPTANCE

This exhibit space application will become a contract upon acceptance with authorized signature and is based upon exhibit floor plan, exhibit space fees, rules governing the exhibition and general information that is included with this document and/or provided at a later date.

Authorized Signature: _____ **Date:** _____

Printed Name: _____ **Job Title:** _____

Signatures on Contract for Space means the person or persons signing the exhibition space contract on behalf of the Exhibitor shall be deemed to have full authority to do so on behalf of the Exhibitor and the Exhibitor shall have no right to claim against Clarion Events that such person or persons did not have such authority.

DO NOT COMPLETE BELOW THIS LINE — FOR SHOW MANAGEMENT USE ONLY

Authorized Signature: _____ **Date:** _____
Printed Name: _____ **Job Title:** _____



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STEP 2: ITEM REQUEST

BOOTH SPACE OPTIONS

select either Option 1 or 2 below and enter your booth location preferences to the right

Booth Preferences:

1st Choice Booth #: _____ Booth Size: _____
2nd Choice Booth #: _____ Booth Size: _____
3rd Choice Booth #: _____ Booth Size: _____

RAW SPACE Option 1

Table with 4 columns: Up to 399SF (\$33/SF), 400SF-799SF (\$32/SF), 800SF and Above (\$29/SF), Gov't Agencies (\$29.50/SF)

COST: \$ _____

BOOTH PACKAGE Option 2 (for 10x10 and 10x20 only)

Turnkey booth package includes booth space, carpet, (1) 6' table, (2) chairs, (1) wastebasket, nightly vacuuming, (1) 500w electrical drop, and a logo in the Directory (no substitutions may be made to the booth package furnishings. Additional items can be added at exhibitor's expense)

10x10 booth package \$4,290.00 COST:\$ _____
10x20 booth package \$8,480.00 COST:\$ _____

ADD a Full Page 4C Ad in Directory to your booth package

\$200 discount available to package booths only : \$1,000.00 (reg \$1,200.00) COST:\$ _____

Demo Day Exhibitor - \$1,500.00 (\$4,800 for non-BSE exhibitors) COST:\$ _____

Logo in Directory @ \$249 (included with booth packages) COST:\$ _____

Sponsorship Options

Description _____ COST:\$ _____
Description _____ COST:\$ _____

TOTAL CONTRACT AMOUNT

(print on 1st page in Step 2) COST:\$ _____

BORDER SECURITY EXPO 2017 CONTRACT TERMS & CONDITIONS

1. Organizer

Border Security Expo 2017 is organized, owned, and presented by Clarion Events and are collectively referred to as "CLARION EVENTS" for purposes of these 2017 Contract Terms & Conditions.

2. Purpose

The objective of Border Security Expo is to further the objectives of Clarion Events by providing a forum through exhibits and technical panels. Exhibitors are limited to firms, organizations and agencies whose exhibits are in harmony with the purpose of this Exposition. Active selling or order taking is NOT permitted.

3. Location of Exhibits

The Exposition will be held at the Henry B. Gonzalez Convention Center in San Antonio, TX.

4. Subleasing

Exhibitor may not sublet his exhibit space, nor any part thereof, nor exhibit, offer for sale, or advertise articles not manufactured or sold by the exhibiting company, except where such articles are necessary for proper demonstration or operation of the exhibitor's display, in which case identification shall be limited to the manufacturer's normal regular name plate. Exhibitor may not permit non-exhibiting company representatives to operate from his booth. Rulings of CLARION EVENTS shall, in all instances, be final with regard to use of exhibit space.

5. Occupancy Default

Any exhibitor failing to occupy space contracted for shall not be relieved of the obligation of paying the full rental charge of such space. If not occupied by the time set for completion of the installation of the displays, such space shall be taken by CLARION EVENTS, and re-allocated or reassigned for such purposes or use CLARION EVENTS may see fit.

6. Eligibility

CLARION EVENTS has the sole right to determine the eligibility of any company or product for inclusion in the Exposition.

7. Cancellation or Change of Exposition

In the event that the premises in which the Exposition is conducted should become unfit for occupancy or substantially interfered with by reason of any cause or causes not reasonably within the control of CLARION EVENTS or its agents, the Exposition may be canceled or moved to another appropriate location, at the sole discretion of CLARION EVENTS. CLARION EVENTS shall not be responsible for delays, damage, loss, increased costs, or other unfavorable conditions arising by virtue of cause or causes not reasonably within the control of CLARION EVENTS. Causes for such action beyond the control of CLARION EVENTS shall include, but are not limited to: fire, casualty, flood, epidemic, earthquake, explosion, accident, blockage, embargo, inclement weather, governmental restraints, act of a public enemy, riot or civil disturbance, impairment or lack of adequate transportation, inability to secure sufficient labor, technical or other personnel, labor union disputes, loss of lease or other termination by the Henry B. Gonzalez Convention Center, municipal, state or federal laws, or act of God. Should CLARION EVENTS terminate this agreement pursuant to the provisions of this section, the exhibitor waives claims for damage arising therefrom. Refunds of "Paid Exhibit Space Fees" in the event of event termination or cancellation shall be made to exhibitors at the sole discretion of CLARION EVENTS and in any case, will not exceed the amount of each exhibitor's paid exhibit space fee less any pro rata adjustments based on non-reimbursable direct and/or indirect event costs or financial obligations incurred by CLARION EVENTS through the date of exhibitors' notification of event termination or cancellation or through the completion of event termination or cancellation processes, whichever is later.

8. Cancellation by Exhibitor

In the event of cancellation by an exhibitor, CLARION EVENTS shall determine an assessment covering the reassignment of space, prior services performed, and other damages related to cancellation, according to the following cancellation fee schedule: May 31, 2016 through October 14, 2016, 50% of total booth rental fee. After October 14, 2016, 100% of total booth rental space fee. CLARION EVENTS must receive written notice of cancellation by electronic, registered or certified mail. Date cancellation notice is received by CLARION EVENTS will determine above assessment charges. In the event of either a full or partial cancellation of space by an exhibitor, CLARION EVENTS reserves the right to reassign canceled booth space, regardless of the cancellation assessment. Subsequent reassignment of canceled space does not relieve the canceling exhibitor of the obligation to pay the cancellation assessment. Appropriate payment must be received within 15 days of cancellation.

9. Limitation of Liability

Exhibitor agrees to make no claim for any reason whatsoever against CLARION EVENTS, its employees, agents, or representatives for loss, theft, damage, or destruction of goods; nor for any injury, including death, to himself, employees, agents or representatives; nor for any damage of any nature, including damage to his business for failure to provide exhibit space; nor for failure to hold the Exposition as scheduled; nor for any action or omission of CLARION EVENTS. The exhibitor is solely responsible for his own exhibition material and products, and should insure exhibit and products from loss or damage from any cause whatsoever. It is understood all property of an exhibitor is in his care, custody, and control in transit to, or from, or within the confines of the exhibit hall. CLARION EVENTS shall bear no responsibility for the safety of the exhibitor, its personnel, employees, agents or representatives or personal property.

10. Insurance

Exhibitors shall, at their sole cost and expense, procure and maintain through the term of this contract, the following insurance: Comprehensive General Liability insurance with limits not less than \$1,000,000 including Contractual Liability and Products Liability coverage and Workman's Compensation in full compliance with all laws covering the exhibitor's employees. Proof of such insurance shall be provided to CLARION EVENTS or its agent or representative upon request.

11. Union Labor

Exhibitor shall employ only union labor, as made available by official contractors in the setting up and dismantling of the exhibits and in the operations when required by union agreements. Exhibitors planning to build special displays should employ union display companies in their fabrication, carpentry and electrical work.

12. Installing, Exhibiting, Dismantling

Hours and dates for installing, exhibiting, and dismantling shall be those specified by CLARION EVENTS. Exhibitor shall be liable for all storage and handling charges resulting from failure to remove exhibit material from the Exposition before the specified conclusion of the dismantling period set by CLARION EVENTS.

13. Damage to Property

Exhibitor is liable for any damage caused by exhibitor, exhibitor's agents, employees or representatives to building floors, walls, or columns, or to standard booth equipment, or to other exhibitor's property. Exhibitor may not apply paint, lacquer, adhesive or other coatings to building columns, floors or walls, or to standard booth equipment.

14. Floor Loading

Under no circumstances may the weight of any equipment or exhibit material exceed the specified floor load limit of the exhibit hall. Exhibitor accepts full and sole responsibility for injury or damage to property or persons resulting from failure, knowingly or otherwise, to distribute the exhibit material and products in conformity with the maximum floor load specifications.

15. Alcoholic Beverages

The dispensing, distribution or use of alcoholic beverages in the Exposition hall is prohibited without the express prior approval of CLARION EVENTS.

16. Flammable Materials

No flammable fluids or materials of any nature, including decorative materials, use of which is prohibited by national, state, or city fire regulations may be used in any booth.

17. Lotteries or Contests

The operation of games of chance or lottery devices, or the actual or simulated pursuit of any recreational past time is permitted only on written approval from CLARION EVENTS.

18. Noise and Odors

Noisy or obstructive work will not be permitted during open hours of the Exposition, nor will noisily operating displays, nor exhibits producing objectionable odors. CLARION EVENTS shall have sole discretion in determining what is noisy, obstructive or objectionable.

19. Music

Any exhibitor using music must ensure that licensing fees have been paid to the appropriate agency, i.e., ASCAP or BMI. CLARION EVENTS is not responsible for any licensing fees for music played in exhibitor's booth.

20. Obstruction of Aisles or Booths

Any demonstration or activity that results in excessive obstruction of aisles or prevents ready access to nearby exhibitor's booth shall be suspended for any periods specified by CLARION EVENTS.

21. Attendance

Admission policies shall remain, at all times, the prerogative of CLARION EVENTS, and may be revised or amended to suit unforeseen conditions.

22. Booth Personnel

Exhibitor representatives are restricted to personnel engaged in the display, demonstration, application or sale of the company's product or services. Booth personnel shall wear "exhibitor" badge identification furnished by CLARION EVENTS at all times while they are in the exhibit area. All other employees and representatives of the exhibiting companies must register as show attendees. CLARION EVENTS reserves the right to restrict or limit the number of booth representatives. All exhibits must have personnel present during show hours.

23. Height and Non-Blocking Regulations

All exhibit display construction design must conform to the regulations set forth in the "IAEE's Guidelines for Displays Rules & Regulations" a copy of which is supplied to each exhibitor by CLARION EVENTS. "IAEE's Guidelines for Displays Rules & Regulations" provides details as to what is allowed for exhibitor's booth so as to enable use of the space without detriment to neighboring exhibitors or the Exposition.

24. Electrical Safety

All wiring on booths or display fixtures must meet underwriters' rules and standard fire department inspection. This applies to booth construction only and not to pre-wired radio and electronic equipment.

25. Use of Space

Displays and demonstrations are limited to the confines of an exhibitor's own booth, as is the distribution of literature or other items.

26. Distribution of Publications

The distribution of publications, electronic media or media marketing materials on Border Security Expo premises or at Border Security Expo events is restricted without prior written approval from CLARION EVENTS. For further details contact CLARION EVENTS or refer to the Exhibitor Manual.

27. Display

CLARION EVENTS shall have full authority for approval or arrangement and appearance of items displayed. CLARION EVENTS may, at its discretion, require replacement, rearrangement, or redecoration of any item or any booth, and no liability shall attach to CLARION EVENTS for the costs that may evolve upon exhibitor thereby. Exhibitors with special backgrounds or side dividers must make certain that such material is furnished in such a manner as to not be unsightly to exhibitors in adjoining booths. If such surfaces remain unfinished at twelve noon of the day before the scheduled opening of the show, CLARION EVENTS shall authorize the official decorator to affect the necessary finish and the exhibitor must pay all charges involved thereby.

28. Exhibitor Representative's Responsibility

Exhibitor agrees to indemnify CLARION EVENTS its employees, agents, or representatives against—and hold them harmless for—all claims arising out of the acts of negligence of exhibitor, exhibitor's agents, employees or representatives, and any claims for injury to exhibitor, its employees, agents, representatives, or event attendees.

29. Waiver of Rights

Any rights of CLARION EVENTS under this contract shall not be deemed waived in any manner except as specifically waived in writing and signed by an authorized officer of CLARION EVENTS.

30. Relocation and Floor Plan Revisions

CLARION EVENTS retains the exclusive right to revise the exhibition hall floor plan and/or move assigned exhibitors as necessary.

31. Convention Center

The exhibitor assumes the entire responsibility and liability for losses, damages, and claims arising out of exhibitor's activities on the Convention Center premises and will indemnify, defend, and hold harmless the Convention Center, its owner, and its management company, as well as their respective agents, servants, and employees from any and all such losses, damages, and claims.

32. Amendment and Addition Rules

Any matters not specifically covered by the preceding rules shall be subject solely to the decision of CLARION EVENTS. CLARION EVENTS may, at any time, amend or add further rules to these rules, and all amendments made shall be binding on exhibitor equally with the foregoing rules and regulations.

33. Agreement to Rules

Exhibitor, for himself or itself, his or its personnel, employees, agents or representatives, agrees to abide by the foregoing rules and those provided and contained in the Exhibitor Manual, and by any amendments and additional rules that may be put into effect by CLARION EVENTS.