EXHIBITOR SERVICE MANUAL

PCB EAST 2027
Conference & Exhibition

DCU Center

Worcester, MA

April 28, 2027 (Exhibition)

(Conference April 27-April 30, 2027)

CAPITAL
convention contractors
153 Northboro Road, Suite 6 | Southborough, MA 01772
capitalconventions.com | Fax: 508-481-1150
877-335-3700

PCB East 2027 Conference & Exhibition
DCU Center
Worcester, MA
April 28, 2027

Dear Exhibitor:

Capital Convention Contractors is pleased to have been selected as the Official Service Contractor for the upcoming **PCB East 2027 Conference & Exhibition**. In our commitment to a productive and smooth-running event, we have prepared the Exhibitor Service Manual with all the products and services necessary to plan a successful event.

Please carefully review all the information within this Exhibitor Manual and take advantage of advance order pricing by submitting your orders by the posted deadlines. In addition to Capital services, we have included all other ancillary service order forms that pertain to this event. Note that some of these forms are to be returned to the specific contractors and/or facilities who have jurisdiction over these services. Capital forms can be returned to our office by using the contact information listed at the bottom of each Capital order form.

For your convenience, please refer to the Event Quick Facts page for important event-specific information. If you have any additional questions about Capital's services or equipment, please do not hesitate to contact us at 877-335-3700 or help@capitalconventions.com.

A Capital Exhibitor Service Desk will be available on–site at the show and staffed during all move–in and move-out hours to answer any question or assist with any last–minute requirements.

Capital understands that your participation in this event is an important part of your company's marketing strategy, and we will work with you to make the event a complete success for you and your company!

Sincerely,

CAPITAL
convention contractors
153 Northboro Road, Suite 6 | Southborough, MA 01772
capitalconventions.com | Fax: 508-481-1150
877-335-3700

PCB East 2027 Conference & Exhibition
DCU Center
Worcester, MA
April 28, 2027

EVENT QUICK FACTS

BOOTH INFORMATION

Your allotted space is 10' wide x 10' deep.

Each space includes:

8' high back drape	6' draped table
3' high side drape	(2) chairs
Exhibitor ID sign	wastebasket

One 120V/10A electrical drop is included in the booth package. Additional power may be ordered from the DCU. See page 32.

Lead Retrieval App details to be provided by Show Management.

Guest Wi-Fi is free of charge

Show color: Black

EXHIBIT HALL CARPET

Exhibit Hall is Not Carpeted.

MATERIAL HANDLING

ADVANCE SHIPMENTS

Please use enclosed freight labels
Receiving hours: M-F 9:00 am to 4:00 pm
Must arrive between: March 27, 2027-April 20, 2027

To: Exhibitor Name & Booth # (if available)
For: PCB East 2027 Conference & Exhibition
c/o Capital Convention Contractors
153 Northboro Road - Suite 6
Southborough, MA 01772

DIRECT SHIPMENTS

Please use enclosed freight labels
Received only during exhibitor move-in hours
Only on: April 27, 2027

To: Exhibitor Name & Booth # (if available)
For: PCB East 2027 Conference & Exhibition
c/o Capital Convention Contractors
DCU Center
50 Foster St
Worcester, MA 01608

Official Show Carrier: LibertyCFS 866-938-1092

ADVANCE ORDER DISCOUNT DATE

Capital Equipment and Service Orders received with full payment by April 13, 2027 enjoy the discounted Advance Price as shown in this Manual. Standard pricing will prevail for all orders received after this date.
For non-Capital services, please refer to the specific contractors' order forms enclosed within this manual for pricing policies.

SHOW SCHEDULE

Exhibitor Set-up:	Tuesday	April 27	10:00 a.m. – 5:00 p.m.
	Wednesday	April 28	7:00 a.m. – 8:00 a.m.
Exhibit Hours:	Wednesday	April 28	9:00 a.m. – 5:00 p.m.
Exhibitor Dismantle:	Wednesday	April 28	5:00 p.m. – 8:00 p.m.

Drivers for all carriers must be checked in at the Capital Exhibitor Service Desk for pickup of freight by: April 28, 2027 7:00 PM.

CAPITAL
convention contractors
153 Northboro Road, Suite 6 | Southborough, MA 01772
capitalconventions.com | Fax: 508-481-1150
877-335-3700

PCB East 2027 Conference & Exhibition
DCU Center
Worcester, MA
April 28, 2027

EASY & SECURE ONLINE ORDERING

Hassled by printing forms and faxing, or scanning and emailing them? If so, take advantage of ***Online Ordering***!

If you prefer to order your *Capital Conventions* products and services online, we have a fully secure and easy to use Online Ordering system specifically tailored to this event.

Your secure login credentials will be emailed to you, with all the information you need to get started. Even better, you can use your same login information for multiple shows with *Capital Convention Contractors;* no more keeping track of multiple logins for multiple events.

All the *Capital* products and services that you find on the following Exhibitor Service Manual forms are available at our secure storefront.

Click Here to Access Online Ordering

If you haven't yet received your credentials, email us at help@capitalconventions.com

Of course, you can still fax or email your orders to us if you prefer:

- Fax orders to 508.481.1150
- Email orders to help@capitalconventions.com

PCI DSS COMPLIANT

CAPITAL
convention contractors
153 Northboro Road, Suite 6 | Southborough, MA 01772
capitalconventions.com | Fax: 508-481-1150
877-335-3700

PCB East 2027 Conference & Exhibition
DCU Center
Worcester, MA
April 28, 2027

CREDIT CARD AUTHORIZATION FORM

WE ACCEPT: American Express VISA MasterCard Discover

Exhibitor _____ Booth # _____

CREDIT CARD BILLING INFORMATION

Credit Card Billing Address _____

City _____ State _____ Zip Code _____

Contact Person _____ Email _____

Phone ( ) _____ Fax ( ) _____

Credit Card Number | | | | | | | | | | | | | | | | / | | | | | |

Expiration CVV*

*(3 digit MC/Visa 4 digit Amex)

Card Holder Name (please print) _____ Signature _____

Cardholder hereby authorizes Capital to charge credit card described herein for all charges incurred by Exhibitor and has read, understands and agrees to all forms in the exhibitor manual and agrees to pay all charges as described in the Cardholder Agreement. All estimated charges must be paid in ADVANCE, and a valid credit card must be on file with Capital authorizing payment for modified and/or additional charges. All charges must be paid by the end of the show.

IMPORTANT: PLEASE PROVIDE YOUR BOOTH REPRESENTATIVE WITH A COPY OF THIS CREDIT CARD AUTHORIZATION FORM TO AVOID ANY MISUNDERSTANDING.

CREDIT CARD PAYMENT POLICY

NO SERVICES WILL BE RENDERED UNTIL THIS DOCUMENT IS COMPLETED, SIGNED AND RETURNED TO CAPITAL

ADVANCE FLOOR ORDERS: All orders require advance payment for initial estimate of charges for services AND a VALID CREDIT CARD with proper authorization be provided to Capital. You may prepay with a company check, but a credit card is required by Capital to ensure any unexpected charges, such as additional freight, clean-up cost, etc. that are paid at the time the show closes.

THIRD PARTY ORDERS: If you choose to contract work to a Display or Exhibit House/company and/or require services from Capital, the payment information presented above shall apply. Capital must be notified, in writing, from exhibiting company or any other Display or Exhibit Company involved in the set-up or dismantle of exhibits.

DRAYAGE TO WAREHOUSE OR SHOW SITE AND/OR LABOR: Capital's Payment Policy must be adhered to by exhibitor prior to any freight being shipped to Capital. All charges for freight, assembling, disassembling, shipping, handling and any other must be prepaid. If adjustments or additional charges are required at Show Close, they will be charged to the enclosed Credit Card provided, unless Exhibitor disputes charges in writing. Capital is **not responsible** for any damage or loss of your freight; please secure round trip insurance from your company insurance carrier.

ALL CHARGES: All charges/costs requested by Exhibitor MUST be **PAID IN FULL** before services are rendered, and any adjustment and/or additional charges must be paid by Show Close. Such costs will be charged to Exhibitor's credit card provided unless prior arrangements have been made. All Checks must be drawn on a US bank, and there will be a minimum charge for each NSF check written to Capital. Declined credit cards are subject to a $35.00 service fee.

ADJUSTMENTS: Exhibitors are responsible for ensuring services rendered as ordered prior to Show Opening. All requests for adjustments must be made on site prior to the Show Closing. Capital will not be responsible for adjustments after the Show Closes unless prior arrangements have been made in writing to Capital.

SALES TAX: Applicable city, county and state taxes will apply. If any Exhibitor is exempt from paying sales tax, it is the Exhibitor's responsibility to provide Capital with its tax exempt certificate prior to the Show Opening.

COLLECTION POLICY: In the event this contract is turned over to an attorney for collection or dispute, Capital will be entitled to reasonable attorney fees.

CAPITAL
convention contractors
153 Northboro Road, Suite 6 | Southborough, MA 01772
capitalconventions.com | Fax: 508-481-1150
877-335-3700

PCB East 2027 Conference & Exhibition
DCU Center
Worcester, MA
April 28, 2027

THIRD PARTY PAYMENT POLICY

Capital Convention Contractors will invoice third parties for payment of services rendered to exhibitors provided the following conditions are met:

1. The payment record of the third party is acceptable to *Capital*.
2. This completed form is signed by both parties and returned to *Capital* at least 14 days prior to move-in.
3. **A completed Credit Card Authorization Form MUST accompany this form from each party.**
4. Capital's prepayment policy is adhered to; i.e. orders must be received with payment by the deadline dates.
5. If there is any doubt which party is to be invoiced for a service, the exhibiting firm accepts responsibility for payment upon presentation of invoice at show site.
6. The exhibiting firm is ultimately responsible for payment of all charges by show conclusion.
7. Both parties have read and understand the Liability and Insurance Bulletin included in this packet and as stated on the enclosed sheets.

Please indicate which of the following items/services are to be invoiced to the third party:

- ☐ All Capital Services
- ☐ Freight Handling
- ☐ Furniture/Carpet/Accessories
- ☐ Labor
- ☐ Other (specify) _____

We understand and agree that we, the exhibiting firm, are ultimately responsible for payment of charges incurred. In the event the named third party does not make payment upon presentation of invoice at show site, such charges will be presented to the exhibiting firm for payment before the close of the show.

Exhibiting Firm

Company Name _____ Booth # _____

Address _____

City/State/Zip Code _____

Phone ( ) _____

Authorized Signature _____ Printed Name _____

Display House 3rd Party

Display House 3rd party _____

Address _____

City/State/Zip Code _____

Phone ( ) _____

Authorized Signature _____ Printed Name _____

CAPITAL
convention contractors
153 Northboro Road, Suite 6 | Southborough, MA 01772
capitalconventions.com | Fax: 508-481-1150
877-335-3700

PCB East 2027 Conference & Exhibition
DCU Center
Worcester, MA
April 28, 2027

ORDER SUMMARY

Payment Policy: All orders faxed or mailed to Capital must be accompanied by a Credit Card Authorization Form. Payment in full is due at show site. Absolutely no show site orders will be executed prior to full payment of all customer bills.

Calculate your order total:

Service	Amount Due
Exhibitor Booth Labor*	$ _____
Material Handling*	$ _____
Furnishings & Accessories	$ _____
Custom Exhibit Rental	$ _____
Special Signs & Banners	$ _____
Standard & Deluxe Carpet	$ _____
Miscellaneous	$ _____
MA Tax 6.25%	$ _____
TOTAL ESTIMATED CHARGES	$ _____

*indicates nontaxable services

PLEASE BE AWARE OF OUR PAYMENT AND PRICING POLICIES

ALL CHARGES MUST BE PAID PRIOR TO THE CLOSE OF THE SHOW

ORDERS RECEIVED WITHOUT FULL PAYMENT OR CREDIT CARD INFORMATION WILL NOT BE PROCESSED

MAKE CHECKS PAYABLE TO: CAPITAL CONVENTION CONTRACTORS
Checks must include exhibiting firm name and booth number

.

PLEASE COMPLETE THE FOLLOWING INFORMATION ON EACH COMPLETED ORDER SHEET. The Undersigned has read and understands the Liability & Insurance Bulletin included in this packet and as stated within this Exhibitor Service Manual.		
Company Name	Contact Name	Booth No
Phone	Email	Signature
Send completed form to help@capitalconventions.com or fax to 508.481.1150		

CAPITAL
convention contractors
153 Northboro Road, Suite 6 | Southborough, MA 01772
capitalconventions.com | Fax: 508-481-1150
877-335-3700

PCB East 2027 Conference & Exhibition
DCU Center
Worcester, MA
April 28, 2027

LIABILITY AND INSURANCE BULLETIN

Capital Convention Contractor's liability shall be limited to the physical loss or damage to the specific article, which is lost or damaged as described below:

1. Capital Convention Contractors shall not be responsible for damage to uncrated materials; materials improperly packed or concealed damage.

2. Capital Convention Contractors shall not be responsible for loss, theft, or disappearance of exhibitor's materials after same have been delivered to exhibitor's booth.

3. Capital and its subcontractors shall not be responsible for loss, theft, and disappearance of exhibitor's materials before it is picked up from exhibitor's booth for reloading after the close of the show. Outbound Bills of Lading are available at the Capital Exhibitor Service Desk. Outbound Bills of Lading will be checked at the time of actual pickup of freight from the booth. Piece counts will be adjusted and corrections will be made to the Bill of Lading where discrepancies may occur.

4. Capital and its subcontractors will not be responsible for ordinary wear and tear in handling of equipment. Neither will they be responsible for loss, damage or delay of shipments due to fire, theft, water, vandalism, acts of God, strikes, lockouts, work stoppages of any kind or any other circumstances beyond their control.

5. Capital and its subcontractors' liability shall be limited to physical loss or damage to the specific article which is lost or damaged, and in any event Capital's maximum liability shall be limited to $.30 per pound per article with a maximum liability of $50.00 per item or $1,000.00 per shipment, whichever is less.

6. If Capital is found negligent for the damage of materials, the exhibitor's sole remedy will be to have Capital repair or replace the defective materials with that of like kind and quality. In no event shall Capital be liable for incidental or consequential damages, which may result or arise out of the damaged materials. This shall include those losses or damages, which may arise out of the inability of an exhibitor to show their product.

7. The consignment for delivery of a shipment to Capital by an exhibitor, or by any 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 notice. It is understood that Capital and its subcontractors are not insurers. Insurance, if any, shall be based on the value of the material handling services and the scope of liability is unrelated to the value of the exhibitor's property being handled. It is suggested that exhibitors insure all shipments from the time they leave your company until they are returned from the show. If a shipment must be re-routed due to incorrect or unclear shipping instructions on the Outbound Bill of Lading, Capital assumes no liability as a result of such rerouting or handling.

8. Capital and its subcontractors 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 or impractical to, exhibit same.

9. Loss or damage must be submitted to Capital prior to the close of the show on which the loss or damage occurred or shall be considered waived. No suit or action shall be brought against Capital or its subcontractors more than one (1) year after the accrual of the cause of action therefore.

10. Shipment received without receipts, freight bills or specified unit counts on receipts or freight bills such as UPS or van lines will be delivered to the exhibitor's booth without guarantee of piece count or condition. No liability will be assumed by Capital for such shipments.

11. Empty container labels are available at the service desk. Affixing the labels is the sole responsibility of the exhibitor or his/her representative. All previous labels should be removed or completely covered. Capital assumes no responsibility for errors to the aforementioned procedure, removal of containers with old empty labels and without Capital's labels, improper information on empty labels, or valuables stored in containers with empty labels.

12. Freight handling charges are the responsibility of the exhibitor to whom the shipments have been consigned. Also, charges for loading out freight shipments are the responsibility of the exhibitor from whose shipments are made. Exhibitors may not assign this responsibility to suppliers or customers.

    The exhibitor agrees, in the event of a dispute with Capital relative to any loss or damage to any of their materials or equipment that they will not withhold payment of any amount due to Capital for drayage or any other service provided by Capital as an offset against the amount of the alleged loss or damage. Instead, they shall agree to pay Capital at the close of the show for all such charges, and they further agree that any claim they may have against Capital shall be pursued independently by them as a completely separate transaction to be resolved on its own merits.

13. Where an exhibitor indicates choice of carrier for pickup, it is the exhibitor's responsibility to arrange with such carrier for said pickup service. If the carrier does not pick up within the time limited for the removal of exhibitor's materials at the Exhibit Hall, we reserve the right to forward such materials by the shipping method of our choice or to remove said materials to our warehouse for disposition, at an additional charge to the exhibitor in accordance with prevailing rates for the service performed.

14. Materials left behind without orders placed at the Service Desk may be classified as abandoned. The Service Contractor shall not be responsible for same. We are not responsible for any delay of rush shipments. We will expedite such rush shipments to the best of our ability, but will not assume any financial responsibility for shipments, which do not arrive at their destination at a dated time.

CAPITAL
convention contractors
153 Northboro Road, Suite 6 | Southborough, MA 01772
capitalconventions.com | Fax: 508-481-1150
877-335-3700

PCB East 2027 Conference & Exhibition
DCU Center
Worcester, MA
April 28, 2027

DCU CENTER
LABOR GUIDELINES & NON-OFFICIAL CONTRACTOR RULES FOR EXHIBITOR PARTICIPATION

To assist you in planning for your participation in this upcoming exposition, we are certain you will appreciate knowing in advance that Union labor is required for certain aspects of your exhibit handling. To help you understand, we ask that you read the following:

MATERIAL HANDLING

Union regulations require that the official material handling contractor off-load all equipment and display materials for **ALL** trucks, including box rental trucks of any size and all rental vans using the loading dock. **The use of fork trucks, pallet jacks and lift gates are permitted by personnel of the official drayage contractor.**

Exhibitors are allowed to perform their own material handling, provided they meet all of the following criteria:

- Personnel performing the work must be **bonafide, full-time employees** of the exhibiting company.
- Exhibitors may load/unload uncrated materials from a mini-van, car, station wagon or pick-up truck owned by the exhibiting company.
- Exhibitors may use **only** hand-operated equipment, which they have provided; two-wheeled hand trucks and four-wheeled flat carts are permitted.
- Exhibitors choosing to handle their own materials are responsible for their own storage during the show.

EXHIBIT INSTALLATION AND DISMANTLING

Full time employees of the exhibiting companies may set their own exhibits without assistance from the Union employees. Any labor services that may be required beyond what your regular full time employees can provide must be rendered by the Union. Labor can be ordered in advance by returning the Labor Order Form, or at show site, at the service desk. Proof of full time employment status may be requested by the Union.

NON-OFFICIAL CONTRACTOR RULES

Non-Official Installation and Dismantling Contractors must use Union labor supplied by Capital Convention Contractors. Supervision by Non-Official is allowed.
The following is required:

- Non-Officials must furnish Show Management the names and addresses and telephone numbers of key executives for emergency contact.
- All personnel must be properly identified with a badge at show site.

This statement and insurance rider **is not** required by the exhibitors who plan to set-up and dismantle their own booths or equipment with their own employees.

All Non-Officials Installation and Dismantle Contractor (supervisors) will be allowed on the exhibit floor **only** during official installation and dismantle hours, and must be identified with a temporary work pass, either supplied by Show Management or the Official Service Contractor.

TIPPING

CAPITAL CONVENTION CONTRACTORS requests that exhibitors do not tip our employees. They are paid at an excellent wage scale denoting a professional status, and we feel that tipping is not necessary. This applies to all employees. Any request for such should be brought to the attention of a Capital representative at the service desk or correspondence may be directed to the attention of the General Manager at the Capital office.

SAFETY

Standing on chairs, tables, or other rental furniture is prohibited. This furniture is not engineered to support standing weight. CAPITAL CONVENTION CONTRACTORS cannot be responsible for injuries or falls caused by the improper use of this furniture. If assistance is required in assembling your booth, please order labor on the Labor Order Form and the necessary ladders and tools will be provided.

CAPITAL
convention contractors
153 Northboro Road, Suite 6 | Southborough, MA 01772
capitalconventions.com | Fax: 508-481-1150
877-335-3700

PCB East 2027 Conference & Exhibition
DCU Center
Worcester, MA
April 28, 2027

US FIRE DEPARTMENT REGULATIONS

For Exhibits, Exhibitions and Trade Shows – Public & Private

Booth Construction – Booths, platforms and space dividers shall be of materials that are flame-retardant or rendered so, satisfactory to the Fire Department representatives. Coverings for counters or tables used within or as part of the booth shall be flame-retardant. All electrical wiring and apparatuses will be of a wire UL type approved.

Fire Department – A permit shall be required for the following:

1. Display or operate any heater, barbecue, heat-producing or open flame device, candles, lamps lanterns, torches, etc.
2. Display or operate any electrical, mechanical, or chemical device, which may be deemed hazardous by the fire department.
3. Use or storage of inflammable liquids and dangerous chemicals.
4. Display any internal combustion engine *(special requirements available upon request).*
5. Use of compressed gases. (Permit available for 32CF bottles ½ or less full).

Obstructions – Aisle and exits, as designated on approved show plans, shall be kept clean, clear and free of obstacles. Booth construction shall be substantial and fixed in position in specified areas for the duration of the show. Easels, signs, etc., shall not be placed beyond the booth area into aisles. Firefighting equipment shall be provided and maintained in accessible, easily seen locations and may be required to be posted with designating signs.

Fire-Retardant Treatment – All decorations, drapes, signs, banners, acoustical materials, cotton, paper, hay straw, moss, split bamboo, plastic cloth, and similar materials shall be flame-retardant to the satisfaction of the Fire Department. Booth identification banners and signs shall be flame-retardant unless smaller than 1232 square inches (28” x 44”) if separated from other combustibles by a minimum of 12” horizontally and 24” vertically. Oil cloth, tar paper, nylon and certain other plastic materials cannot be made flame-retardant, and their use is prohibited.

Combustibles – Literature on display shall be limited to reasonable quantities (one-day supply). Reserve supplies shall be kept in closed containers and stored in a neat and compact manner in a location approved by the Fire Department. All exhibit and display empty cartons must be stored in an approved drayage area. If the show is under a 24-hour approved manned security program, automobiles are allowed to retain 1 gallon or less of fuel, gas caps must be taped. Batteries are to be disconnected and taped.

STORAGE BEHIND BOOTH BACKWALL IS STRICTLY PROHIBITED.

CAPITAL
convention contractors
153 Northboro Road, Suite 6 | Southborough, MA 01772
capitalconventions.com | Fax: 508-481-1150
877-335-3700

PCB East 2027 Conference & Exhibition
DCU Center
Worcester, MA
April 28, 2027

TABLE/DRAPE ORDER FORM

Advance Order Price Deadline: April 13, 2027

	QTY	DESCRIPTION	Advance Price	Floor Price	Amount
TABLES-DRAPED		4' X 2' – 30" HIGH	$134.00	$167.00	
		6' X 2' – 30" HIGH	$158.00	$197.00	
		8' X 2' – 30" HIGH	$171.00	$213.00	
COUNTER HEIGHT TABLES-DRAPED		4' X 2' – 40" HIGH	$158.00	$197.00	
		6' X 2' – 40" HIGH	$183.00	$228.00	
		8' X 2' – 40" HIGH	$208.00	$260.00	
TABLES-UNDRAPED		4' X 2' – 30" HIGH	$74.00	$92.00	
		6' X 2' – 30" HIGH	$92.00	$116.00	
		8' X 2' – 30" HIGH	$104.00	$129.00	
COUNTER HEIGHT TABLES-UNDRAPED		4' X 2' – 40" HIGH	$85.00	$105.00	
		6' X 2' – 40" HIGH	$97.00	$122.00	
		8' X 2' – 40" HIGH	$110.00	$137.00	
TABLES-COCKTAIL FINISHED TOP		30" ROUND – 30" HIGH	$122.00	$152.00	
		30" ROUND – 40" HIGH	$134.00	$168.00	
SPANDEX COVER FOR COCKTAIL TABLE – Black Only		30" ROUND – 30" or 40"	$80.00	$101.00	
TABLE RISERS		4' X 10" HIGH	$86.00	$108.00	
		6' X 10" HIGH	$98.00	$123.00	
TABLES-4TH SIDE DRAPE		6' OR 8' TABLE	$80.00	$100.00	
		6' OR 8' COUNTER	$80.00	$100.00	
CUSTOM BOOTH DRAPE 6ft, 8ft & 10ft increments		8' HIGH PER LINEAR FT	$14.00	$19.00	
		3' HIGH PER LINEAR FT	$10.00	$12.00	

****IF YOU DO NOT INDICATE COLOR CHOICE -SHOW COLOR WILL BE PROVIDED****

CIRCLE COLOR CHOICE: ROYAL BLUE SILVER BURGUNDY HUNTER GREEN
WHITE RED BLACK

ADVANCE DISCOUNT ORDER PAYMENT MUST BE RECEIVED 14 DAYS PRIOR TO MOVE-IN.

- No credit will be issued on equipment ordered and placed in your booth, either unused or after the close of the show. There is a 50% cancellation charge for orders cancelled at show-site.
- All materials are on a rental basis and remain the property of Capital.
- The undersigned is responsible for all items ordered and for its condition at close of show.

SUB TOTAL	$_____ .
MA TAX 6.25%	$_____ .
GRAND TOTAL	$_____ .

PLEASE COMPLETE THE FOLLOWING INFORMATION ON EACH COMPLETED ORDER SHEET. The Undersigned has read and understands the Liability & Insurance Bulletin included in this packet and as stated within this Exhibitor Service Manual.

Company Name	Contact Name	Booth No
Phone	Email	Signature

Send completed form to help@capitalconventions.com or fax to 508.481.1150

CAPITAL
convention contractors
153 Northboro Road, Suite 6 | Southborough, MA 01772
capitalconventions.com | Fax: 508-481-1150
877-335-3700

PCB East 2027 Conference & Exhibition
DCU Center
Worcester, MA
April 28, 2027

BOOTH FURNISHINGS ORDER FORM

Advance Order Price Deadline: April 13, 2027

	QTY	DESCRIPTION	Advance Price	Floor Price	Amount
CHAIRS		UPHOLSTERED BAR STOOL	$107.00	$134.00	
		PADDED ARM CHAIR	$85.00	$108.00	
		PADDED SIDE CHAIR	$67.00	$84.00	
		FOLDING CHAIR	$23.00	$29.00	
ACCESSORIES		6' DISPLAY CASE W/SHELVES	$460.00	$576.00	
		STANDARD COUNTER 41.5"W X 21.75"D X 42"H	$245.00	$308.00	
		4' X 8' DISPLAY BOARD	$190.00	$238.00	
		LITERATURE RACK	$104.00	$130.00	
		CHROME 22" x 28" SIGN HOLDER	$84.00	$105.00	
		BAG RACK	$92.00	$116.00	
		GARMENT RACK	$92.00	$116.00	
		TRIPOD EASEL	$43.00	$54.00	
		RAFFLE DRUM	$86.00	$108.00	
		7 GALLON WASTEBASKET	$22.00	$28.00	
		8' ALUMINMUM BACK POST W/BASE	$37.00	$47.00	
		6'-10' ADJUSTABLE CROSS BAR	$25.00	$31.00	

SUB TOTAL	**$ _____.____**
MA TAX 6.25%	**$ _____.____**
GRAND TOTAL	**$ _____.____**

ADVANCE DISCOUNT ORDER PAYMENT MUST BE RECEIVED 14 DAYS PRIOR TO MOVE-IN.

- No credit will be issued on equipment ordered and placed in your booth, either unused or after the close of the show. There is a 50% cancellation charge for orders cancelled at show-site.
- All materials are on a rental basis and remain the property of Capital.
- The undersigned is responsible for all items ordered and for its condition at close of show.

PLEASE COMPLETE THE FOLLOWING INFORMATION ON EACH COMPLETED ORDER SHEET. The Undersigned has read and understands the Liability & Insurance Bulletin included in this packet and as stated within this Exhibitor Service Manual.		
Company Name	Contact Name	Booth No
Phone	Email	Signature
Send completed form to help@capitalconventions.com or fax to 508.481.1150		

CAPITAL
convention contractors
153 Northboro Road, Suite 6 | Southborough, MA 01772
capitalconventions.com | Fax: 508-481-1150
877-335-3700

PCB East 2027 Conference & Exhibition
DCU Center
Worcester, MA
April 28, 2027

Chairs


Upholstered Bar Stool


Padded Arm Chair


Padded Side Chair


Folding Chair

Draped Tables


30” High draped table


40” High draped table


30” High cocktail table

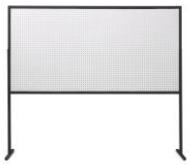

40” High cocktail table

- Draped tables are available in lengths of 4, 6 and 8 ft. and heights of 30 or 40 inches.

Accessories


Display Case


Standard Counter


Display Board


Literature Racks


Chrome Sign Holder


Bag Rack


Garment Rack


Tripod Easel


Raffle Drum

Please Note:

- Actual available products may vary. Please contact our Exhibitor Services Department to ensure the availability of specific items.
- All colors depend upon dye lots and lighting.

CAPITAL
convention contractors
153 Northboro Road, Suite 6 | Southborough, MA 01772
capitalconventions.com | Fax: 508-481-1150
877-335-3700

PCB East 2027 Conference & Exhibition
DCU Center
Worcester, MA
April 28, 2027

STANDARD & CUSTOM CARPET ORDER FORM

Advance Order Price Deadline: April 13, 2027

Custom carpet is required for booths longer than 30' or booths configured as an island or Peninsula.
All prices include: delivery, installation, carpet tape and removal.

CIRCLE COLOR CHOICE: GREY RED FOREST GREEN BLACK BLUEJAY TUXEDO

(If no color is chosen, Tuxedo will be delivered automatically)

STANDARD CARPET

QTY	DESCRIPTION	Advance Price	Floor Price	Amount
	9 x 10	$199.00	$249.00	
	9 x 20	$398.00	$498.00	
	9 x 30	$596.00	$744.00	

PADDING & VISQUEEN

Minimum order of 100 square feet is required for padding & visqueen orders.

SQ FT	DESCRIPTION	Advance Price	Floor Price	Amount
	Padding ½"	$2.50	$3.50	
	Visqueen	$2.50	$3.50	

CUSTOM CARPET

Minimum order of 100 square feet is required for custom carpet orders.

Advance Price: Booth size _____ (100 sq. ft. min) x $5.00 sq. ft. = _____

Floor Price: Booth size _____ (100 sq. ft. min) x $6.00 sq. ft. = _____

PRESTIGE CARPET

Minimum order of 100 square feet is required for prestige carpet orders.

Advance Price: Booth size _____ (100 sq. ft. min) x $8.00 sq. ft. = _____
Please call Exhibitor Services for Prestige Carpet Color Choices

ADVANCE DISCOUNT ORDER PAYMENT MUST BE RECEIVED 14 DAYS PRIOR TO MOVE-IN.

- No credit will be issued on equipment ordered and placed in your booth, either unused or after the close of the show.
- There is a 50% cancellation charge for orders cancelled at show-site.
- All materials are on a rental basis and remain the property of Capital.

SUB TOTAL	$ _____ .
MA TAX 6.25%	$ _____ .
GRAND TOTAL	$ _____ .

PLEASE COMPLETE THE FOLLOWING INFORMATION ON EACH COMPLETED ORDER SHEET. The Undersigned has read and understands the Liability & Insurance Bulletin included in this packet and as stated within this Exhibitor Service Manual.

Company Name	Contact Name	Booth No
Phone	Email	Signature

Send completed form to help@capitalconventions.com or fax to 508.481.1150

CAPITAL®
convention contractors

Custom Exhibit Booth Specials



Option 10-A

Included in your custom booth package

- Header Sign *(not backlit)*
- Standard Color Carpet
- Choice of Velcro friendly, Sintra, Slatwall or Pegboard Walls
- Tracklight with one head per panel *(power not included)*
- One Wastebasket
- Set-up and Removal
- Opening Day Booth Cleaning



Option 10-B

Included in your custom booth package

- Header Sign *(not backlit)*
- Standard Color Carpet
- Choice of Velcro friendly, Sintra, Slatwall or Pegboard Walls
- Tracklight with one head per panel *(power not included)*
- One Wastebasket
- Set-up and Removal
- Opening Day Booth Cleaning
- One 20”x117” Backwall Counter
- One 20”x39-1/2” Freestanding Counter



Option 20-A

Included in your custom booth package

- Header Sign *(not backlit)*
- Standard Color Carpet
- Choice of Velcro friendly, Sintra, Slatwall or Pegboard Walls
- Tracklight with one head per panel *(power not included)*
- Two Wastebaskets
- Set-up and Removal
- Opening Day Booth Cleaning
- Six 12” Flat Shelves
- Two 20”x39-1/2” Freestanding Counter

CAPITAL
convention contractors
153 Northboro Road, Suite 6 | Southborough, MA 01772
capitalconventions.com | Fax: 508-481-1150
877-335-3700

PCB East 2027 Conference & Exhibition
DCU Center
Worcester, MA
April 28, 2027

CUSTOM EXHIBIT RENTAL ORDER FORM

Advance Order Price Deadline: April 13, 2027

All custom exhibit rentals include one header sign, standard color carpet, set-up, dismantle and opening day cleaning. Electricity is NOT included with the Exhibit Rental.

10' Rental Booth Exhibits

QTY	DESCRIPTION	Advance Price	Floor Price	Amount
	Exhibit 10-A	$2,820.00	$3,557.00	
	Exhibit 10-B	$3,802.00	$4,748.00	

20' Rental Booth Exhibits

QTY	DESCRIPTION	Advance Price	Floor Price	Amount
	Exhibit 20-A	$3,925.00	$4,902.00	

Additional Options

QTY	DESCRIPTION	Advance Price	Floor Price	Amount
	Standard Counter–41½ "w x 21¾ "d x 42"h	$245.00	$308.00	
	Adjustable Shelves	$43.00	$61.00	
	Spot Lights (electricity not included)	$43.00	$61.00	
	Company Logo on Header Sign	$188.00	$234.00	

Material for Backwall

SINTRA: ◯ White ◯ Grey ◯ Black

Carpet Colors – Choose One

◯ Forest Green ◯ Red ◯ Tuxedo
◯ Black ◯ Grey ◯ Bluejay

Header Copy – please print clearly

Letter Color: Blue ◯ Red ◯ Black ◯

SUB TOTAL	$ ____.
MA TAX 6.25%	$ ____.
GRAND TOTAL	$ ____.

ADVANCE DISCOUNT ORDER PAYMENT MUST BE RECEIVED 14 DAYS PRIOR TO MOVE-IN.

- ❖ No credit will be issued on equipment ordered and placed in your booth, either unused or after the close of the show. There is a 50% cancellation charge for orders cancelled at show-site.
- ❖ Orders cancelled after installation will be charged 100% of original price.
- ❖ All materials are on a rental basis and remain the property of Capital.
- ❖ The undersigned is responsible for all items ordered and for its condition at close of show.

PLEASE COMPLETE THE FOLLOWING INFORMATION ON EACH COMPLETED ORDER SHEET. The Undersigned has read and understands the Liability & Insurance Bulletin included in this packet and as stated within this Exhibitor Service Manual.

Company Name	Contact Name	Booth No
Phone	Email	Signature

Send completed form to help@capitalconventions.com or fax to 508.481.1150

CAPITAL
convention contractors
153 Northboro Road, Suite 6 | Southborough, MA 01772
capitalconventions.com | Fax: 508-481-1150
877-335-3700

PCB East 2027 Conference & Exhibition
DCU Center
Worcester, MA
April 28, 2027

SIGN ORDER FORM

Sign Order Deadline: April 13, 2027

PLEASE NOTE: In order to receive the **discount rate** on your signs and graphics, this form **must arrive** at Capital at least two (2) weeks prior to exhibitor move-in.

CUSTOM SIGNS

Special or custom signs can be made. Prices listed are for black copy, ten words or less to be applied on white Card stock or foam core depending on size. We welcome inquiries regarding signs not listed.

QTY	SIZE	Advance Price	Floor Price	Amount
	14" x 22"	$53.00	$79.00	
	22" x 28"	$92.00	$139.00	
	28" x 44"	$117.00	$176.00	

ADDITIONAL SIGN OPTIONS

Add your company's logo and other options for an additional cost. Exhibitor must supply artwork.

QTY	DESCRIPTION	Advance Price	Floor Price	Amount
	Logo	$153.00	$191.00	
	Over 10 words	$2.00	$3.00	
	Cardboard Easel Back	$6.00	$9.00	
	Directional Arrow	$7.00	$10.00	

BANNERS

Prices are based upon one color vinyl graphics applied to white 10 oz. material with grommets and up to ten words of copy. Other color materials and hanging options are available.

QTY	Dimensions		SQ.FT.	Advance Price	Floor Price	Total
_____	_____	X _____ =	_____	X $20.00 per sq. ft.	$34.00 per sq. ft.	$_____

SUB TOTAL	**$** _____ .
MA TAX 6.25%	**$** _____ .
GRAND TOTAL	**$** _____ .

PLEASE COMPLETE THE FOLLOWING INFORMATION ON EACH COMPLETED ORDER SHEET. The Undersigned has read and understands the Liability & Insurance Bulletin included in this packet and as stated within this Exhibitor Service Manual.

Company Name	Contact Name	Booth No
Phone	Email	Signature

Send completed form to help@capitalconventions.com or fax to 508.481.1150

CAPITAL®
convention contractors

Graphic Setup & File Upload Information

File Formats Accepted

- Adobe Illustrator, Photoshop, and InDesign
- EPS (vector paths)
- PDF (export X-4:2008)
- TIFF (high res)
- JPG (high res)

File Setup Information

- All files are preferred to be set up using Adobe Illustrator, InDesign and/or Photoshop.
- All artwork should be setup in a **CMYK workspace**.
- Please provide **vector files** for logos, taglines and trademarks.
- **Outline all text** when submitting final artwork. Provide font files if editing is necessary.
- All artwork should be provided at full scale if possible and without bleed.
- All raster artwork should be submitted at 100 DPI at full size at the least.
- Specify PANTONE (PMS) color values using the PANTONE Solid Coated library for all crucial colors, especially logos and background colors.
- Custom color builds (RGB or CMYK), transparency colors, and PMS nts cannot be guaranteed to print correctly. Please specify a PANTONE color, or provide a physical color reference, or the color will print as is.
- Please provide low resolution files if possible for soft proofs and label the file name "low-res."

Large Format File Saving Information

Illustrator/InDesign (vector)

- Please do not add crop marks or bleed.
- Setup the files at **100% of actual size** when possible. If scaling is required, note the scale information on the file.
- We recommend text and logos to be setup in Illustrator or InDesign.
- Place/link images in Illustrator or InDesign (**do not embed images** to keep file sizes small). Keep all linked files **in one folder** along with the main Illustrator or InDesign file. Please do not send files with Creative Cloud links.
- When saving files to **PDF as X-4:2008, uncheck** *Preserve Editing Capabilities.* (This will also keep file size small).

Photoshop (raster)

- Setup the files at **100 DPI** at **100% of actual size** (at the very least).
- Please provide the layered file if editing is necessary.
- Save your files to be used for production using **CMYK workspace**.
- Use these settings to save a **flattened version** of your layered file as a Photoshop EPS:
  - > Set *Preview* to TIFF (8 bits/pixel)
  - > Set *Encoding* to JPG (maximum quality)

Uploading Information

Capital Account Executive to share Dropbox folder

Other Methods

- Transfer via wetransfer.com
- Email (up to 10 MBs)

© Capital Convention Contractors, Inc. All Rights Reserved | **www.capitalconventions.com**

CAPITAL
convention contractors
153 Northboro Road, Suite 6 | Southborough, MA 01772
capitalconventions.com | Fax: 508-481-1150
877-335-3700

PCB East 2027 Conference & Exhibition
DCU Center
Worcester, MA
April 28, 2027

LABOR ORDER FORM

DEADLINE ORDER DATE: April 13, 2027

Labor is available for installation and dismantling of exhibits, shrink-wrapping and banding of materials.

RATES:

- ☐ **Straight Time: $ 126.00 per man-hour -** 8:00 a.m. to 4:30 p.m. Monday through Friday. One hour minimum.
- ☐ **Overtime: $ 189.00 per man-hour -** before 8:00 a.m. and after 4:30 p.m., and all hours on Saturday, Sunday and observed holidays, where applicable. One hour minimum.

CALCULATE ESTIMATED LABOR

	DATE	TIME		# OF MEN		TOTAL HOURS		RATE PER MAN HOUR		ESTIMATED COST
INSTALLATION:	_____	_____	AM PM	_____	X	_____	X $	_____	= $	_____
DISMANTLE:	_____	_____	AM PM	_____	X	_____	X $	_____	= $	_____

FINAL COSTS WILL BE CALCULATED AFTER COMPLETION OF SERVICES. COSTS ARE BASED ON OPTIONS AND ACTUAL LABOR TIME.

ORDERS PLACED AFTER April 13, 2027 WILL BE CHARGED AN ADDITIONAL 30%

Labor Options (choose one) ◯ Exhibitor Supervised Labor ◯ Capital Supervised Labor

EXHIBITOR SUPERVISION

All labor is performed under the direction of the exhibitor. Exhibitor must meet the scheduled labor at the Capital Service Desk. Failure to check in at the scheduled time will result in a one-hour minimum charge per person requested. Starting times are guaranteed only in those instances where labor is requested for the start of the workday. Twenty-four-hour notice is required for cancellation of labor services.

Company Representative: _____ **Phone:** _____

CAPITAL SUPERVISION

This plan allows for exhibits to be set up prior to exhibitor's arrival. The charge for this service is **50% of the exhibitor's total labor bill,** with a minimum of $45.00 on installation and $45.00 on dismantles. In order to perform this service without the exhibitor's representative present, Capital must have detailed set-up instructions (blueprints/floor plans, etc.) with this labor order. **Please see the next page for outbound shipping instructions.**

Set Up Information Required:

Booth display being shipped to: ◯ Warehouse ◯ Show site Scheduled delivery date _____
Shipment consists of: ◯ Crates ◯ Cartons ◯ Carpets/pads
If no carpet is being shipped, is carpet ordered through Capital? ◯ Yes ◯ No
Blueprints & Exhibit instructions: ◯ Attached ◯ Shipped with Display (Please supply advance instructions with order)

Any claims of material damage for either Exhibitor Supervised or Capital Supervised Labor must be submitted to us in writing no later than 5 days after the close of the event. After 5 days any claim shall be considered waived.

ADDITIONAL OPTIONS

◯ Steel banding at $2.00 per linear foot, including labor. $54.00 MINIMUM (include on Order Summary page)
◯ Shrink wrap at $38.00 per skid _____ # x $38.00 = _____(include on Order Summary page)

PLEASE COMPLETE THE FOLLOWING INFORMATION ON EACH COMPLETED ORDER SHEET. The Undersigned has read and understands the Liability & Insurance Bulletin included in this packet and as stated within this Exhibitor Service Manual.		
Company Name	Contact Name	Booth No
Phone	Email	Signature
Send completed form to help@capitalconventions.com or fax to 508.481.1150		

CAPITAL
convention contractors
153 Northboro Road, Suite 6 | Southborough, MA 01772
capitalconventions.com | Fax: 508-481-1150
877-335-3700

PCB East 2027 Conference & Exhibition
DCU Center
Worcester, MA
April 28, 2027

LABOR ORDER FORM (CONTINUATION)

Only Exhibitors hiring Capital to dismantle their booth should complete this form.

OUTBOUND SHIPPING INSTRUCTIONS FOR CAPITAL SUPERVISED LABOR ONLY

At the close of the show, exhibitor freight will be shipped to the **following address**:
If your freight is being shipped to another tradeshow, be sure to include the show name and your booth number.

Company Name: _____ Booth #: _____

Address: _____

City/State/Zip: _____

Attention: _____

SELECT SHIPPING METHOD

☐ **Exhibitor Carrier Choice:** _____

☐ **Official Show Carrier:** LibertyCFS ***Must arrive by:** _____

PLEASE NOTE: If an exhibitor is using a carrier of his/her choice (not using the official show freight carrier) the exhibitor is responsible for arranging for the carrier to pick up at the close of the show. Shipping costs are not included and are the responsibility of the exhibitor. Capital cannot guarantee pick up time for exhibitor appointed carriers, all shipments are moved out of the exhibit hall at Capital's discretion.

BILLING INFORMATION

Bill Shipping Charges to (if different from above):

Shipper (signature) _____ Print Name: _____

Freight Charges Billed to:

Company Name: _____

Address: _____

City/State/Zip: _____

Attention: _____ Phone: _____

PLEASE COMPLETE THE FOLLOWING INFORMATION ON EACH COMPLETED ORDER SHEET. The Undersigned has read and understands the Liability & Insurance Bulletin included in this packet and as stated within this Exhibitor Service Manual.		
Company Name	Contact Name	Booth No
Phone	Email	Signature
Send completed form to help@capitalconventions.com or fax to 508.481.1150		

CAPITAL
convention contractors
153 Northboro Road, Suite 6 | Southborough, MA 01772
capitalconventions.com | Fax: 508-481-1150
877-335-3700

PCB East 2027 Conference & Exhibition
DCU Center
Worcester, MA
April 28, 2027

EXHIBITOR-APPOINTED NON-OFFICIAL CONTRACTOR AUTHORIZATION

If your company plans to use a Contractor other than Capital, please read, complete and submit this form to Capital Convention Contractors.

Official Service Contractors are appointed to perform and provide necessary services and equipment.

The Official Service Contractor will provide all usual trade show services, including labor.
Exceptions are:

- Supervision may be provided by the exhibitor.
- The exhibitor may appoint the official contractor for supervision.
- The exhibitor may appoint a qualified non-official contractor.

Official Service Contractors are appointed to:

- Ensure the orderly and efficient installation and removal of exhibits.
- Assure the distribution of labor to all exhibitors according to need.
- Provide sufficient labor to satisfy the requirements of exhibitors and for the show itself.
- See that the proper type and limits of insurance are in force.
- Avoid any conflicts with local union regulations and requirements.

SHOULD THE EXHIBITOR WISH TO EMPLOY THE SERVICES OF A CONTRACTOR OTHER THAN THE OFFICIAL CONTRACTOR, THE FOLLOWING CONDITIONS MUST BE MET:

1. The exhibitor must inform Capital Convention Contractors of the name and address of the contractor and the work performed. This information must be received in writing no later than 30 days prior to the show in Capital's office. If this information is **not** received 30 days prior to the show, Capital labor must be used for all work. The non-official contractor will be permitted to supervise only.
2. The non-official contractor to be used by the exhibitor must do the following:
   a. Provide a certificate of insurance with at least the following limits: Comprehensive General Liability not less than $1,000,000 with respect to injuries to any one person in any occurrence; and $500,000 with respect to damage of property; Workers' Compensation Insurance, including employee liability coverage, in a minimum amount of not less than $1,000,000 of individual and/or aggregate coverage, and naming Capital Convention Contractors as additional insured.
   b. Agree to abide by all the rules and regulations of the show.
   c. Agree to abide by all union rules and regulations.
   d. Information must be received in the Capital office no later than 30 days prior to the show.
   e. Identification badges must be worn at all times. Temporary labor badges will be provided. Badges will be issued only to persons actually used to supervise, install, dismantle and maintain exhibit-related equipment.

For services such as electrical, plumbing, telephone, cleaning and drayage, no other contractor other than the official contractor will be approved. This regulation is made necessary because work is done on equipment and facilities owned by parties other than the exhibitor. The exhibitor shall provide only the material and equipment that he owns and that is to be used in his exhibit space.

INCOMPLETE OR UNSIGNED FORMS WILL NOT BE ACCEPTED.

Return this form, along with Certificate of Insurance and name and addresses of employees who are working in your booth by March 27, 2027 to Capital.

ACKNOWLEDGED AND AGREED TO: Signature of Exhibitor: _____

Date: _____ Booth # _____

Name of Service Contractor _____

Contractor Street Address _____

City/State _____ Zip Code _____

Contractor Phone ( ) _____ Fax ( ) _____ Email address _____

CAPITAL
convention contractors
153 Northboro Road, Suite 6 | Southborough, MA 01772
capitalconventions.com | Fax: 508-481-1150
877-335-3700

PCB East 2027 Conference & Exhibition
DCU Center
Worcester, MA
April 28, 2027

MATERIAL HANDLING DEFINITIONS

What is Additional 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/unloading, 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 Federal Express, UPS, and DHL), airfreight and local cartage companies, POVs & company trucks are included in this category due to their delivery procedures.

What is a Cartage Company?
Freight forwarders, as well as other carriers, will often outsource the delivery of their freight to third party cartage companies. Cartage companies provide local pick-up and delivery services to and from the event venue, as well as other locations. In most cases cartage companies will consolidate shipments from multiple carriers onto a single truck. Due to their loading/unloading procedures, these shipments may fall into the additional handling category.

What is The Difference Between Crated and Uncrated Shipments?
Crated shipments are those that are packed in any type of shipping container that can be unloaded at the dock with no additional handling required. Such containers include crates, fiber cases, cartons, and properly packed skids. An uncrated shipment is material that is shipped loose or pad-wrapped, and/or unskidded without proper lifting bars and hooks.

What are Stacked Shipments?
Shipments loaded in a manner that requires pieces to be moved to ground level for delivery to booth. Stacked or "cubed out" shipments, and loose items placed on top of crates and/or pallets constitute additional handling.

What is Ground Loading/Unloading?
Applies to facilities where there is no loading dock and to vehicles that are not dock height and therefore cannot be loaded/unloaded at a loading dock. Examples are U-Hauls, flat bed trailers, double drop trailers, and company vehicles with trailers.

What are Mixed Shipments?
Mixed shipments are those that include both crated and uncrated goods. Where the percentage of uncrated is minimal and does not warrant the full uncrated rate for the shipment Capital will charge additional handling. Capital defines additional handling for mixed loads as more than 30% of the volume uncrated.

What is Constricted Space Loading/Unloading?
Freight that is loaded "high and tight" in the trailer and is not easily accessible, or freight that is loaded to full capacity of the trailer (top to bottom, side to side). An example of this is freight that is loaded down one side of a trailer that must be bypassed to reach targeted freight.

What is Designated Piece Loading/Unloading?
Drivers that require loading of specific pieces in a certain order to ensure all items fit on the trailer, or having to remove freight from the trailer and then reload to fit on the trailer.

What is Alternate Delivery Location?
Shipments that are delivered by a carrier and require pieces to be delivered to different areas/levels in the same building, or to other venues (such as a hotel near an event venue).

What are Multiple Shipments?
Any carrier delivering more than (1) one shipment for more than (1) one exhibitor, booth, location, or venue will be charged additional handling due to additional labor that is needed to sort, separate and deliver the various shipments.

What does it Mean if I Have "No Documentation"?
Shipments that arrive from a small package carrier (including Federal Express, UPS, and DHL) without an individual Bill of Lading, requiring additional time, labor or equipment to process.

What about Carpet/Pad Only Shipments?
Shipments that consist solely of carpet and/or carpet padding require additional handling due to additional time, labor and equipment needed to load/unload.

CAPITAL
convention contractors
153 Northboro Road, Suite 6 | Southborough, MA 01772
capitalconventions.com | Fax: 508-481-1150
877-335-3700

PCB East 2027 Conference & Exhibition
DCU Center
Worcester, MA
April 28, 2027

ESTIMATED MATERIAL HANDLING ORDER FORM

INBOUND SHIPPING INFORMATION

ADVANCE SHIPMENTS
Please use enclosed freight labels
Receiving hours: M-F 9:00 am to 4:00 pm
Must arrive between: March 27, 2027-April 20, 2027
To: Exhibitor Name/ Booth #
For: PCB East 2027 Conference & Exhibition
c/o Capital Convention Contractors
153 Northboro Road - Suite 6
Southborough, MA 01772

DIRECT SHIPMENTS
Please use enclosed freight labels
Received only during exhibitor move-in hours
Only on: April 27, 2027
To: Exhibitor Name/ Booth #
For: PCB East 2027 Conference & Exhibition
Capital Convention Contractors
c/o DCU Center
50 Foster St
Worcester, MA 01608

*****PLEASE READ THE LIABILITY AND INSURANCE BULLETIN INCLUDED IN THIS MANUAL*****

	NUMBER OF PIECES	EST. WEIGHT	CARRIER(S)	TRACKING # (Please provide Pro Number)	EST. DATE OF ARRIVAL	EST. COST (Of Material Handling) (200 lb. min. per shipment)
ADVANCE SHIPMENTS Warehouse						
DIRECT SHIPMENTS Showsite/ Exhibit Hall						

If shipment is greater than 3,000 lbs., what is the weight of the single heaviest piece being shipped? _____
Please provide contact information for person in charge of your move-in that will be on site:
CONTACT NAME _____ PHONE # ( ) _____

OUTBOUND SHIPPING INFORMATION

- **OUTBOUND CAPITAL BILLS OF LADING** must be completed and turned in at the Capital Service Desk. Any freight left on the show floor without a completed Bill of Lading will result in a service fee equal to ½ hour of labor.
- **DO NOT LEAVE YOUR BILL OF LADING IN YOUR BOOTH!**
- **A credit card is required for material handling services. Exhibitor is responsible for all shipping charges regardless of carrier. Payments must be in US FUNDS. Please complete credit card information on the CREDIT CARD Authorization form.**
- **Drivers MUST check in at the loading dock by 7:00 PM on April 28, 2027 or the shipment will be re-routed to the show carrier.**
- **Return to Warehouse Fee:** Shipments returned to Capital's warehouse will be assessed an $11.00 per cwt or a $80.00 minimum charge, whichever is greater.

CHECK appropriate arrangements**:**

☐ Freight arrangements will be handled by Capital Convention Contractors common carrier, collect.
☐ Freight arrangements will be handled by exhibitor. NAME OF CARRIER: _____

PLEASE COMPLETE THE FOLLOWING INFORMATION ON EACH COMPLETED ORDER SHEET. The Undersigned has read and understands the Liability & Insurance Bulletin included in this packet and as stated within this Exhibitor Service Manual.		
Company Name	Contact Name	Booth No
Phone	Email	Signature
Send completed form to help@capitalconventions.com or fax to 508.481.1150		

CAPITAL
convention contractors
153 Northboro Road, Suite 6 | Southborough, MA 01772
capitalconventions.com | Fax: 508-481-1150
877-335-3700

PCB East 2027 Conference & Exhibition
DCU Center
Worcester, MA
April 28, 2027

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.
- Additional 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/unloading, 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 Federal Express, UPS, and DHL), airfreight and local cartage companies, POVs & 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 25 lbs that is received on the same day, from the same shipper and delivered by the same carrier.

Additional Fees May be Applicable

- Off-Target: Direct shipments that do not arrive on the date or time assigned.
- Late to Warehouse Fee: Shipments arriving after April 20, 2027.
- Early Shipments to Warehouse: Any shipment arriving prior to March 27, 2027.
- Shipments Returned to Warehouse: Shipments returned to the warehouse at close of the show will be charged an additional fee of $11.00 per cwt or $80.00 minimum charge, whichever is greater. Shipments not picked up from the warehouse within 72 hours will be charged for storage by Capital Convention Contractors.
- Additional charges will apply for any shipment left on floor without a Capital Bill of Lading form completed and turned into the Capital Service Desk. One half hour minimum Capital supervised labor fee will be charged.

Overtime

Overtime is Monday through Friday prior to 8 a.m. and after 4:30 p.m.; all day Saturday, Sunday and observed union holidays.

- Overtime will be applied to all freight received at or moved from the warehouse and/or show site during above listed times.
- Your shipment is moved into or out of showsite on overtime due to scheduling beyond Capital's control.

Rate Classifications:	**Price Per CWT**	**200 lb. minimum**
■ Advance Shipments to Warehouse (200 lb minimum) - Advance Freight Deadline Date: April 20, 2027		
Crated/Skidded	$ 120.00	$ 240.00
Additional Handling	$ 150.00	$ 300.00
Crated Overtime Inbound/Outbound*	$ 42.00	$ 84.00
Additional Handling Overtime Inbound/Outbound*	$ 52.50	$ 105.00
***Uncrated shipments will NOT be accepted at the Advance Warehouse.*		
■ Additional Surcharges		
Early/Late Shipments to Warehouse Crated*	$ 42.00	$ 84.00
Early/Late Shipments to Warehouse Additional Handling*	$ 52.50	$ 105.00
■ Direct Shipments to Show Site (200 lb minimum) - Direct Freight Acceptance: April 27, 2027		
Crated/Skidded	$ 118.00	$ 236.00
Additional Handling	$ 148.00	$ 296.00
Uncrated	$ 159.00	$ 318.00
Crated Overtime Inbound/Outbound*	$ 41.30	$ 82.60
Additional Handling Overtime Inbound/Outbound*	$ 51.80	$ 103.60
Uncrated Overtime Inbound/Outbound*	$ 55.65	$ 111.30
■ Additional Surcharges		
Off-Target Fee Crated*	$ 41.30	$ 82.60
Off-Target Fee Additional Handling*	$ 51.80	$ 103.60
Off-Target Fee Uncrated*	$ 55.65	$ 111.30
Shipments Returned to Warehouse* (Not available for all events)	$ 11.00 per cwt	$ 80.00 minimum

	First Piece	**Additional Pieces**
■ Small Packages (**direct shipments only**, 25 lbs. or less combined, received on the same day, same *shipper, same carrier).*	$ 38.00	$ 25.00

**In addition to above charges.*

Sub-Total: $_____

Total: $_____

PLEASE COMPLETE THE FOLLOWING INFORMATION ON EACH COMPLETED ORDER SHEET. The Undersigned has read and understands the Liability & Insurance Bulletin included in this packet and as stated within this Exhibitor Service Manual.		
Company Name	Contact Name	Booth No
Phone	Email	Signature
Send completed form to help@capitalconventions.com or fax to 508.481.1150		

CAPITAL
convention contractors
153 Northboro Road, Suite 6 | Southborough, MA 01772
capitalconventions.com | Fax: 508-481-1150
877-335-3700

PCB East 2027 Conference & Exhibition
DCU Center
Worcester, MA
April 28, 2027

MATERIAL HANDLING POLICY

CERTIFIED WEIGHT TICKETS

In the event that no weight tickets or inaccurate weight tickets are indicated on the delivery documents presented, Capital shall estimate the weight or re-weigh, and charges shall be based upon the estimates. The estimated weight shall be final and binding if actual scale weight figures are not submitted prior to the close of the show. All shipments received at the warehouse and show site are subject to re-weigh.

OVERTIME

An overtime surcharge per cwt, for each occurrence, will apply if:

- Shipments are received on overtime.*
- Overtime will be applied to all freight received at the warehouse and/or show site that must be moved into or out of booth during below listed times.
- Shipment is moved into or out of show site on overtime due to scheduling beyond Capital's control.

*Overtime is:

- Monday through Friday before 8:00 a.m. and after 4:30 p.m.
- All day Saturday, Sunday, and observed union holidays

INBOUND SHIPMENT(S)

All charges are based upon inbound weight certificates and are quoted on a round-trip basis whether services are utilized completely or not. All charges are per cwt (100 lbs.), rounded up to the next 100 lbs., with a 200 lb. minimum. Capital will receive advance crated shipments at the warehouse and will provide up to 30 days free storage prior to the show. Capital will receive direct shipments at showsite on scheduled move-in day(s). Capital will provide delivery to booth, storage of empty packing materials, and return outbound shipments to the loading dock. All shipments must be accompanied by certified weight tickets. Capital reserves the right to re-weigh your Shipment(s) to determine actual weight. Consistent with trade show industry practices, there may be a lapse of time between the delivery of shipment(s) to the booth and the arrival of exhibitor or his/her representative. During this time the materials will be left unattended. Capital Convention Contractors will not be responsible or liable for any loss, damage, theft, or disappearance of exhibitor's material after it has been delivered to the exhibitor's booth.

Capital recommends hiring security services from the facility or Show Management. **NOTE: Capital does NOT accept any ADVANCE Materials labeled and/or designated as HAZARDOUS or FLAMMABLE. Please CALL us with any questions.**

OUTBOUND SHIPMENT(S)

Consistent with trade show industry practices, there may be a lapse of time between the completion of packing and actual pick up of materials from the booths for loading onto a carrier. During this time the materials will be left unattended. Capital Convention Contractors will not be responsible or liable for any loss, damage, theft, or disappearance of exhibitor's material between the time it is packed and when it is picked up and loaded. Capital highly recommends hiring security services from facility or Show Management. All Material Handling Agreements submitted to Capital by the exhibitor will be checked at the time of pick up from the booth, and corrections will be made where discrepancies exist between the quantities of items on the form submitted to Capital and the actual count of such items in the booth at the time of pick up. Capital shall not be responsible for loss, damage, or delay due to fire, acts of God, strikes, lockouts, or work stoppages of any kind or for any causes beyond its control. If found liable for any loss, CAPITAL'S sole and exclusive MAXIMUM liability for loss or damage to EXHIBITOR'S materials and EXHIBITOR'S sole and exclusive remedy is limited to $ .30 (USD) per pound per article with a maximum liability of $50.00 (USD) per item, or $1,000.00 (USD) per shipment, whichever is less. Capital shall not be liable to any extent whatsoever for any actual, potential, or assumed loss of profits or revenues or for any collateral costs that may result from any loss or damage to an exhibitor's materials that may make it impossible or impractical to exhibit same. The consignment or delivery of a shipment to Capital by an exhibitor or by any 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. It is suggested that exhibitors insure all shipments from the time that they leave exhibitor's company until they are returned from the show. Your insurance carrier can add a rider to your current policy. Shipments left on the floor without forwarding instructions will be shipped out or returned to our Warehouse pending re-routing. No liability will be assumed as a result of such re-routing or handling.

ALL CHARGES ARE THE RESPONSIBILITY OF THE EXHIBITING COMPANY FOR WHOM MATERIALS HAVE BEEN RECEIVED AND HANDLED.

CAPITAL RESERVES THE RIGHT TO SHIP MATERIALS WITH THE OFFICIAL SHOW CARRIER IF EXHIBITOR CARRIER DOES NOT CHECK IN BY THE APPOINTED DATE AND TIME: **April 28, 2027 7:00 PM**.

Use these labels **only** if shipping **in advance** to warehouse

From: _____
Exhibiting Company/Organization

To: Capital
Convention Contractors
153 Northboro Road - Suite 6
Southborough, MA 01772

Show: PCB East 2027 Conference & Exhibition

Booth# _____

Carrier _____

Piece # ____ of _____

LATE TO WAREHOUSE CHARGES APPLY AFTER:
April 20, 2027

Use these labels **only** if shipping **in advance** to warehouse

From: _____
Exhibiting Company/Organization

To: Capital
Convention Contractors
153 Northboro Road - Suite 6
Southborough, MA 01772

Show: PCB East 2027 Conference & Exhibition

Booth# _____

Carrier _____

Piece # ____ of _____

LATE TO WAREHOUSE CHARGES APPLY AFTER:
April 20, 2027

Use these labels **only** if shipping **in advance** to warehouse

From: _____
Exhibiting Company/Organization

To: Capital
Convention Contractors
153 Northboro Road - Suite 6
Southborough, MA 01772

Show: PCB East 2027 Conference & Exhibition

Booth# _____

Carrier _____

Piece # ____ of _____

LATE TO WAREHOUSE CHARGES APPLY AFTER:
April 20, 2027

Use these labels **only** if shipping **in advance** to warehouse

From: _____
Exhibiting Company/Organization

To: Capital
Convention Contractors
153 Northboro Road - Suite 6
Southborough, MA 01772

Show: PCB East 2027 Conference & Exhibition

Booth# _____

Carrier _____

Piece # ____ of _____

LATE TO WAREHOUSE CHARGES APPLY AFTER:
April 20, 2027

NOTE: Please review the Liability and Insurance Bulletin. The consignment or delivery of a shipment to Capital Convention Contractors, 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.

Use these labels **only** if shipping
Direct to Show Site

From: _____
Exhibiting Company/Organization

To: **Capital**
Convention Contractors
c/o DCU Center
50 Foster St
Worcester, MA 01608

Show: PCB East 2027 Conference & Exhibition

Booth# _____

Carrier _____

Piece # ____ of _____

DELIVERY DATE:
April 27, 2027 ONLY

Use these labels **only** if shipping
Direct to Show Site

From: _____
Exhibiting Company/Organization

To: **Capital**
Convention Contractors
c/o DCU Center
50 Foster St
Worcester, MA 01608

Show: PCB East 2027 Conference & Exhibition

Booth# _____

Carrier _____

Piece # ____ of _____

DELIVERY DATE:
April 27, 2027 ONLY

Use these labels **only** if shipping
Direct to Show Site

From: _____
Exhibiting Company/Organization

To: **Capital**
Convention Contractors
c/o DCU Center
50 Foster St
Worcester, MA 01608

Show: PCB East 2027 Conference & Exhibition

Booth# _____

Carrier _____

Piece # ____ of _____

DELIVERY DATE:
April 27, 2027 ONLY

Use these labels **only** if shipping
Direct to Show Site

From: _____
Exhibiting Company/Organization

To: **Capital**
Convention Contractors
c/o DCU Center
50 Foster St
Worcester, MA 01608

Show: PCB East 2027 Conference & Exhibition

Booth# _____

Carrier _____

Piece # ____ of _____

DELIVERY DATE:
April 27, 2027 ONLY

NOTE: Please review the Liability and Insurance Bulletin. The consignment or delivery of a shipment to Capital Convention Contractors, 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.

CAPITAL
convention contractors
153 Northboro Road, Suite 6 | Southborough, MA 01772
capitalconventions.com | Fax: 508-481-1150
877-335-3700

PCB East 2027 Conference & Exhibition
DCU Center
50 Foster St
Worcester, MA 01608
April 28, 2027

MOVE OUT GUIDE – Page 1

Please review both pages of this **Move Out Guide** to answer any questions you may have about the breakdown at the end of the show. Dismantling may **NOT** take place prior to the close of the show.

PAYMENT

All accounts must be paid prior to move out. If you have not provided us with the credit card authorization form, please do so prior to the conclusion of the event. There is no billing of services.

RETURNING OF EMPTY CONTAINERS

Proceeding at the close of the show, we will begin the process of returning your empty containers to your booth for those exhibitors who have stored them with us. This process may take up to an hour depending on the number of exhibitors. ***Please keep all aisles clear to enable us to complete this process in an expeditious manner.***

OUTBOUND SHIPMENT OPTIONS (3)

1-All exhibitors planning to ship-out freight using Capital Convention's show carrier LibertyCFS must:

1. Visit the Capital Conventions Exhibitor Service Desk to obtain a Bill of Lading and shipping labels.
2. The Bill of Lading must be completed (all grey shaded sections are required).
3. Once all your freight items are packed, taped and properly **labeled,** please bring the completed Bill of Lading to the Capital Conventions Service Desk. DO NOT leave the Bill of Lading at your booth.
4. Please leave all freight at your booth – see the note below for small/valuable items.

2-All exhibitors planning to ship-out freight using an alternative carrier must:

1. Contact your shipper prior to the close of show to arrange for a pick-up. The shipper must check in with Capital Conventions by: **April 28, 2027 7:00 PM**.
2. Visit the Capital Conventions Service Desk to obtain a Bill of Lading.
3. The Bill of Lading must be fully completed (all grey shaded sections are required).
4. Once all your freight items are packed, taped and properly **labeled,** please bring the completed Bill of Lading back to the Capital Conventions Service Desk. DO NOT leave the Bill of Lading at your booth.
5. Please leave all freight at your booth – see the note below for small/valuable items.

continued

CAPITAL
convention contractors
153 Northboro Road, Suite 6 | Southborough, MA 01772
capitalconventions.com | Fax: 508-481-1150
877-335-3700

PCB East 2027 Conference & Exhibition
DCU Center
50 Foster St
Worcester, MA 01608
April 28, 2027

MOVE OUT GUIDE – Page 2

3-Exhibitors using UPS or FedEx for outbound shipping must:

1. Contact UPS or FedEx prior to the close of show to arrange for a pick-up. The shipper must check in with Capital Conventions by: **April 28, 2027 7:00 PM**. Note that **FedEx Ground** pickups CANNOT be called in the same day as the pickup. You must call the day prior to schedule the pickup.
2. Exhibitors must supply their own prepaid FedEx or UPS labels.
3. Visit the Capital Conventions Service Desk to obtain a Bill of Lading.
4. The Bill of Lading must be fully completed (all grey shaded sections are required).
5. Once all your freight items are packed, taped and properly **labeled,** please bring the completed Bill of Lading back to the Capital Conventions Service Desk. DO NOT leave the Bill of Lading at your booth.
6. Please leave all freight at your booth – see the note below for small/valuable items.

Please Note: If your carrier fails to show up for your shipment, Capital will either re-route your shipments via LibertyCFS or bring your shipments back to our warehouse. Return to warehouse charges will apply.

REMEMBER: Small and/or valuable items should not be left unattended during the often hectic move out process.Please be sure to remove or secure these items!If you are concerned about leaving small items in your booth, please bring them to the Capital Service desk at Move-Out.

Thank you!

CAPITAL®
convention contractors

LIBERTYCFS®
CONVENTION FREIGHT SERVICES
A Veteran-Owned Company

OFFICIAL SHIPPING SOLUTIONS

PREFERRED SHIPPING PROGRAM

Official shipping solutions designed specifically for Capital Convention exhibitors.

Ship With Confidence. Arrive Show Ready.

Through our partnership with Capital Conventions, LibertyCFS offers exhibitors preferred logistics solutions including advance warehousing, direct-to-show options and on-site event support.

Supporting exhibitors on-site at many events.

ADVANCE WAREHOUSING
- Reduce detention exposure
- Avoid move-in congestion
- Position freight early

DIRECT-TO-SHOW OPTIONS
- Last-minute shipment solutions
- Expedited freight support
- Flexible delivery options

ON-SITE EVENT SUPPORT
- Support at many events
- Before, during & move-out
- Your show logistics partner

FULL VALUE COVERAGE
- Full value coverage available
- Protect your exhibit investment
- Coverage options beyond standard carrier limits

READY TO PLAN YOUR SHIPMENT?

866-938-1092

exhibitorservices@libertycfs.us

libertycfs.us

SCAN FOR SHIPPING ASSISTANCE OR BOOK NOW

Scan to Book Now

Proud logistics partner dedicated to helping you deliver a successful show.

CAPITAL
convention contractors
153 Northboro Road, Suite 6 | Southborough, MA 01772
capitalconventions.com | Fax: 508-481-1150
877-335-3700

DCU CENTER LINK FOR ONLINE ORDERING

Please follow the link below to access the DCU Center online ordering system, where you can order such items as:

- **Electrical** – Standard electrical (120V/10A electrical drop) included with each 10x10 booth package.
- **Internet/Telephone** – Guest Wi-Fi is free of charge.
- **Water** – Contact Show Management for approval.
- **Compressed Air** - Contact Show Management for approval.
- **Cleaning –** See link for services as needed.

https://conventioncenter.dcucenter.com/exhibitors/contact/

For assistance with ordering any of these items, please contact the DCU Center at (508) 755-6800.