



Exhibitor Information

32ND ANNUAL INTERNATIONAL LINEMAN'S

RODEO & EXPO

WORLD CHAMPIONSHIP

October 15-17, 2015
Overland Park Convention Center
Overland Park, KS

National Agriculture Center
and Hall of Fame
Bonner Springs, KS

32nd ANNUAL INTERNATIONAL LINEMAN'S RODEO AND EXPO CONTINUES TO BE PREMIER EVENT

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Exhibition Schedule

Wednesday, October 14

8:00 am - 5:00 pm

Exhibit Setup – OP Convention Center

8:00 am - 4:00 pm

Safety & Training Conference –
OP Convention Center

Thursday, October 15

8:00 am - 11:45 am

Safety & Training Conference –
OP Convention Center

8:00 am - 11:00 am

Exhibit Setup – OP Convention Center
(No large equipment will be permitted to move in on this date.)

Noon - 5:00pm

Exhibits Open

Friday, October 16

9:00 am - 3:00 pm

Exhibits Open

3:00 pm - 8:00 pm

Move-out Exhibits

6:00 pm - 10:00 pm

Barbecue*

Saturday, October 17

7:00 am

Competition Begins (Ag Hall of Fame)

6:30 pm

Awards Banquet Dinner**

*Each 10x10 receives two complimentary passes to the Friday night Barbecue. Additional tickets may be purchased at Merchandise Sales at the Expo.

**Tickets to the Awards Banquet Dinner may be purchased at Merchandise Sales at the Expo.

After more than 30 years, the International Lineman's Rodeo & Expo still proves to be the industry's most valued premier event of its kind for the electric utility industry. As an exhibitor, your company and the products it produces won't want to miss being part of this truly unique event. No other event in the world offers exhibitors a niche arena in which to interact with the world's top electric utility linemen, foremen, superintendents, training, safety and management personnel.

Attendees by Business and Industry

- Investor Owned Utilities
- Rural Electric Membership Coops (REMC)
- Municipalities
- Contractors
- Military

Who Attends

- Safety Director
- Lead Safety Specialist
- Asset Supply Manager
- Director Construction & Design Engineering
- VP Power Delivery
- VP Operations
- VP Distribution
- Operations & Engineering Manager
- Director Learning Services
- Safety Coordinator
- Director Safety & Loss Control
- Field Operations Supervisor
- Supervisor Supply Chain Operations
- Methods & Standards
- Electrical Distribution Supervisor
- Journeyman Lineman
- Apprentice Lineman
- Human Resources
- Training Supervisor
- Line Superintendent
- Director Operations
- Technical Training Specialist
- Power System Engineer
- EEO Consultant
- VP Fleet Operations
- Business Manager
- Director Grid Assets

List of 2014 Participating Utilities

Who Exhibits

Exhibits of equipment including (but not limited to):

- Aerial/Digger Derricks
- Animal Protection
- Battery Powered Tools
- Cable Accessories
- Climbing Equipment
- Connectors
- Construction and Switching Products
- Drills & Augers
- Enclosures
- Equipment Pads
- Fall Protection & Rescue Equipment
- Hand Tools
- Hardware
- Hoists
- Hot Line Tools & Accessories
- Insulators
- Meters & Testers
- Personal Protective Equipment
- Protective Clothing & Boots
- Poles & Pole Treatments
- Pole Line Hardware
- Ropes & Rigging
- Skin Care Wellness
- Spill Containment
- Training Books
- Training Solution Services
- Test Equipment
- Tool Storage Systems
- Winches

List of 2014 Exhibitors

20th ANNUAL INTERNATIONAL LINEMAN'S EXPO EXHIBITOR INFORMATION

Overland Park Convention Center

6000 College Boulevard • Overland Park, KS 66211
October 14-17, 2015

National Ag Hall of Fame

630 Hall of Fame Dr. • Bonner Springs, KS 66012
October 17, 2015

Rental Rates

The indoor exhibits will be open at the Overland Park Convention Center on Thursday and Friday, October 15-16.
Booth space rental is \$20.25 per square foot.

The outdoor exhibits will be open at the Rodeo grounds on Saturday, October 17.

Booth space rental is \$3.50 per square foot.

To obtain outdoor exhibit space you must also be an indoor exhibitor. Your outdoor space must be similar in size to your indoor space. Outdoor space is limited. Check space availability before contracting a space.

Booth Assignments

To request a booth, please complete the application form on page 6 of this brochure. Please direct any questions you may have concerning this exposition to Susan Schaefer at 484-478-0154, susan.schaefer@penton.com.

Assignments will be made on a first-come, first-served basis, and every effort will be made to keep competing exhibitors separated as much as possible. Multiple booth assignments will be made side by side unless requests are made for different arrangements.

NO ON-SITE APPLICATIONS WILL BE ACCEPTED!

Exhibitor Booth Package

All indoor booths are sold in 10' x 10' blocks and include:

- 1— 7" x 44" one-line, black on white identification sign to include booth number
- 1 — 6' or 8' table with white vinyl, skirted on three sides
- 2 chairs
- 1 wastebasket
- 2 tickets to Friday night's BBQ
- Company name and brief product description listed in the Show Program
- Company listing and link on the *T&D World* Web site

All outdoor booths are raw exhibit space only and are sold in 10'x10' spaces. Outdoor space does not include a tent, tables or chairs. However, those items can be rented from our preferred

tent rental company. Or companies can supply their own furnishings for outdoor space.

Note: If you would like to purchase additional tickets for the BBQ or tickets for the Banquet, you may purchase tickets by calling Kim Good at 913-967-1865.



Actual motorcycle not shown.

Limited to
the First 15
Companies

Motorcycle Sweepstakes and Booth Traffic Builder

Want to make sure everyone visits your booth?

➤ **\$1,500**

We'll be giving away a custom Lineman's Rodeo Harley Davidson at Lineman's Rodeo 2015! Sponsor the motorcycle sweepstakes, and all registered conference and exhibition attendees will be given a passport at registration that will require them to come to your booth for validation. Your company name and booth number will be listed in the passport directing attendees straight to your booth. Completed passports will be placed in the raffle bin for the grand drawing on Friday, Oct. 16 during the show. The Harley Davidson will be on display throughout the event and is being specially detailed for Lineman's Rodeo 2015.

Inclusions:

- 1/2 page ad (7.625" x 5") in the show directory, include your booth #, your tag line, and a note to visit your booth to get a validation stamp.
- Listing in the sponsors section on our Rodeo website and show directory as a sweepstakes sponsor.
- Listing in show directory with your company logo, noting you as a sweepstakes sponsor.
- Your company name and logo will be listed on signage at the raffle bin and motorcycle location.
- All sponsors will be listed in a special pre-show email blast to registered attendees prior to the show.

Must sign up by June 15th to be included.

Minimum of eight companies have to sponsor or sweepstakes will be canceled.

SPONSORSHIP OPPORTUNITIES

Don't miss out on these great opportunities to gain additional exposure for your company.

Sponsorship Opportunities

BREAKFAST

Add an additional opportunity for visibility at the rodeo grounds. Provide breakfast for attendees on Saturday morning Rodeo Grounds; Saturday
(2 available)..... \$1,500 ea

BBQ DINNER

Sponsorship includes recognition as a sponsor for the BBQ/Trade Night event on Friday night where attendees gather to trade rodeo souvenirs such as hats and shirts from their companies as well as fill up on some original Kansas City Barbecue fare!
Friday (6 available)..... \$2,000 ea

BEER

Sponsorship includes recognition for the beer provided at the awards banquet on Saturday night where all attendees gather to find out who are the "best of the best". Sponsor can provide cups with logo on them to be used for serving beer.
Banquet/Awards Ceremony; Saturday
(8 available) \$1,300 ea

SAFETY CONFERENCE

Get your company name in front of attendees at the most important aspect of this event. The ILRA promotes safety very strongly in its mission for the event. Attendees get the opportunity to attend as an added benefit to them to learn more about safety and leadership and get the buzz on hot topics in the industry. Contact Susan Schaefer for details.
(5 available).....\$2,000, \$5,000, \$10,000

AWARDS BANQUET AND BUFFET DINNER

Company recognition as a sponsor for the Awards banquet and prime rib dinner on Saturday night where attendees come together to see who won top honors of the "best of the best" from the rodeo competition.
(6 available) \$3,000 ea

RODEO EVENTS

Sponsorship is for the rodeo event you select at the competition on Saturday. Opportunity for a feather flag to be hung at or near the event you sponsor or a vinyl banner on the H structure at the grounds. A company representative is welcome on stage at the banquet ceremony to present awards/trophies to the winners of your companies sponsored event.
Rodeo Grounds; Saturday
(6 available) \$1,500 ea

TRANSPORTATION*

Promote your company to attendees all the way to and from the show. Company logo on signs in all buses and on shuttle schedule signage displayed at the convention center and in the lobby of each host hotel.

All Buses; Thursday/Friday/Saturday (6 available) \$1,000 ea

AISLE SIGNS

Help attendees find you on the show floor. Add your company logo to one of the aisle signs in the exhibit hall.
(5 available \$500 for one side, \$800 for both sides

REGISTRATION

This is a great opportunity for any exhibitor to get additional exposure. Get your company logo on all name badge inserts, registration desk kick panels, and registration signage.
(1 available)..... \$5,000

SCORING SHED

Maximize your exposure at the Rodeo grounds during the actual competition. Sponsor a scoring shed and this will give your company the opportunity to surround a 6'x6' building with your logo on 3 sides. Your message is sure to be seen by all participants!
(5 available)..... \$2,000 for 1 yr.
OR \$3,000 for 2 yrs.

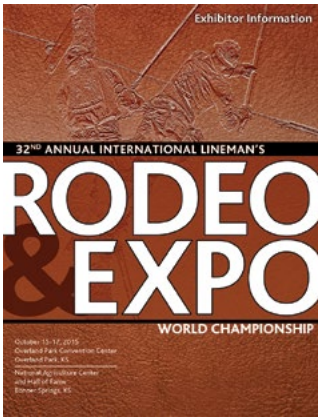
DIGITAL SIGNAGE

Your company logo displayed on 42" portable digital screens for the entire duration of the event. Portable screens will be moved to a prominent position for every event at the convention center. 30 second rotations. \$1,000

Sponsorship Package

All sponsoring companies will receive the following:

- Signage displayed at the Expo.
- Recognition and "Thank You" over the public address system at your sponsored event.
- Recognition and "Thank You" in the Show Program and Banquet Program
- Your company logo and hotlink on the show web site.
- For outdoor rodeo events at the grounds your company can provide a feather flag to be hung at or near the event you sponsor, or a vinyl banner that will be hung on the H structure at the grounds with other banners. Outdoor banners must be no larger than 4'x10' and should include wind slits.
(NOTE: Banners are to be provided by the sponsoring company and must be shipped to the show manager by October 1, 2015. Gobos are used in lieu of banners at the Awards Banquet and will be provided by show management.)



2015 ADVERTISING OPPORTUNITIES

Don't miss an excellent opportunity to spread your message to thousands of professional linemen, foremen, safety personnel and managers. Promote your company's products or services in the 2015 International Linemen's Rodeo and Expo Show Program or Banquet Program. This year's show program, available to all attendees, will include the rodeo schedule, booth locations, exhibitor product descriptions, special events and city-wide attractions. The banquet program will have a schedule of the evening's events to include entertainment, special presentations and recognition, as well as the awards ceremony and trophy presentations. The program will recognize Rodeo participants and sponsors. The program will be available to all that attend the banquet and awards ceremony. Reserve your ad space today by calling Susan Schaefer at 484-478-0154.

2015 Show Program Rates

Exhibitor	Black and White	4-Color
Full page	\$500	\$700
1/2 page*	\$350	\$550
1/4 page	\$275	\$475
Inside front Cover	\$700	\$900
Back Cover	\$1175	\$1275
Logo Listing Enhancement		\$150

Non-Exhibitor	Black and White	4-Color
Full page	\$625.00	\$825.00
1/2 page*	\$473.00	\$687.50
1/4 page	\$343.75	\$603.75

* 1/2 page horizontal or vertical format.

NOTE: All show program ads must be black-and-white or 4-color process. No match color ads will be accepted.

Ad Sizes (Page trim size: 8 1/2" x 11")

Keep essential material 1/2" from all edges on bleed ads.

Full Page	7 1/2" x 10"
Full Page Bleed	8 3/4" x 11 1/4"
1/2 Page Horiz.	7 1/2" x 4 7/8"

2015 Show Program

Space Closing: August 17, 2015

Materials Due: August 24, 2015

2015 BANQUET Program

The Banquet Program will have a schedule of the evening's events to include entertainment, special presentations and recognition, as well as the awards ceremony and trophy presentations. The program will recognize Rodeo participants and sponsors. The program will be available to all who attend the banquet and awards ceremony.

Banquet Program Rates

Full Page, 4 color \$500

Space Closing: August 17, 2015

Materials Due: August 24, 2015

Digital Signage Opportunities

Get your company's logo or message in front of attendees on the new digital signage display screens. Screens will be placed in prominent areas throughout the convention center for the length of the event.

Large Glassine Screen – (permanently fixed)

(Located in main lobby area of convention center near exhibit hall entrance)

Rotating advertisements – 30 second rotations

6 available - \$1,000 ea. – SOLD OUT

Portable 42" Screens

(Will be moved and positioned in most prominent areas throughout the convention center pertaining to what event is taking place. Safety conference, Expo floor, Barbeque, Banquet)

Rotating advertisements – 30 second rotations

6 available - \$1,000.00 ea.

Contact your sales representative to get signed up for these limited display opportunities.

Advertising Materials Electronically

The Show Program is produced on a PC, in Adobe InDesign CS6. Trim size for the program is 8.5x11, live area is 7.5x10. If the ad bleeds, please include 1/8th of an inch on all sides. You may send your ad, correctly sized, as a press quality PDF, this is the preferred method of submission. We will also accept high-resolution, 300 dpi or greater, TIFF or EPS files, or Adobe Illustrator files with all fonts converted to outlines. Electronic files can be sent on a CD to the address below or e-mailed directly to kim.good@penton.com. If you have questions regarding file compatibility, contact Kim Good at 913-967-1865.

Send all advertising materials to:

International Lineman's Rodeo and Expo

Attn: Kim Good

9800 Metcalf Avenue

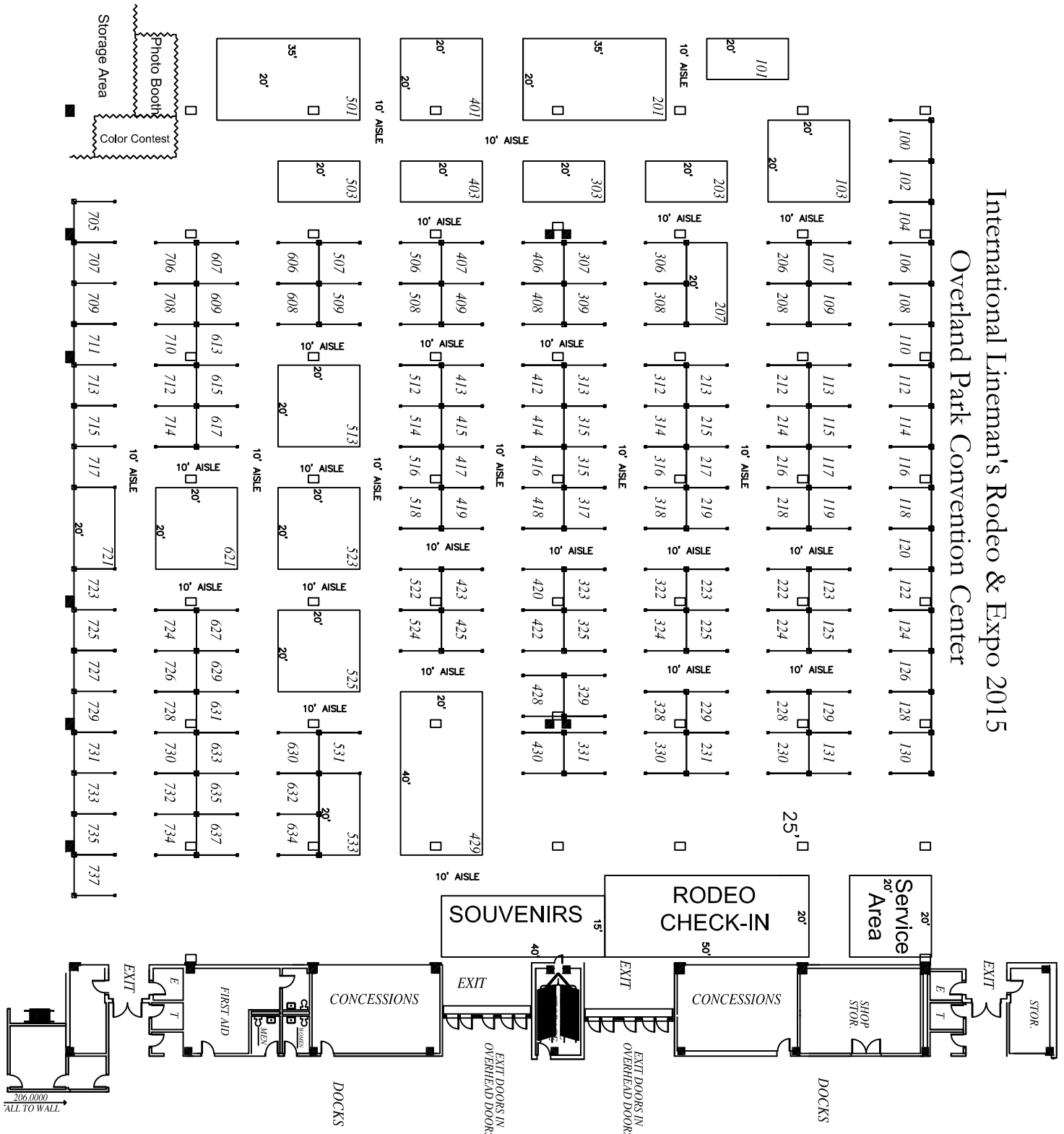
Overland Park, KS 66212-2216

913-967-1865 • Fax: 913-514-6865

kim.good@penton.com

2014 INTERNATIONAL LINEMAN'S RODEO AND EXPO EXHIBIT HALL BOOTH LAYOUT

Main Entrance



International Lineman's Rodeo & Expo 2015
Overland Park Convention Center

Overland Park Convention Center



EXHIBIT SPACE APPLICATION & CONTRACT

October 14-17, 2015 • Overland Park Convention Center • Overland Park, KS • linemansrodeokc.com

IMPORTANT INSTRUCTIONS

Mail original with payment to: Penton Media Inc.
Int'l Lineman's Rodeo 2015 / Attn: Susan Schaefer
24654 Network Place, Chicago IL 60673-1246

PHONE: 484-478-0154
FAX: 913-514-6417
EMAIL: susan.schaefer@penton.com

I. COMPANY INFORMATION

Company Name _____
 Exhibiting As _____
 Street _____ Suite _____
 City _____ State/Province _____
 Zip/Postal Code _____ Country _____
 Telephone* _____ Fax* _____ *Please include city and country codes.
 Key Contact Name _____ Title _____
 Email _____ Web address _____
 Additional Contact Name _____ Additional Contact Email _____
 Cell Phone: _____

II. SPACE REQUIREMENTS

*Minimum booth size: 10'x10' = 100sq.ft. (3.05m x 3.05m = 9.3m² approx.)
 **Indoor booth space is required in order to sign up for outdoor booth space

- Space Option 1: INDOOR EXHIBIT STANDARD
\$20.50 per square foot
- Space Option 2: OUTDOOR EXHIBIT**
\$3.50 per square foot

Desired exhibit size (INDOOR): _____ ft. x _____ ft. = _____ total sq. ft.

Booth Cost: US\$20.25/sq. ft. _____ x total sq. ft. _____ = \$ _____

Our Space Preferences: 1st: _____ 2nd: _____ 3rd: _____

Desired exhibit size (OUTDOOR): _____ ft. x _____ ft. = _____ total sq. ft.

Booth Cost: US\$3.50/sq. ft. _____ x total sq. ft. _____ = \$ _____

Our Space Preferences: 1st: _____ 2nd: _____ 3rd: _____

I prefer not to be located near the following companies:

III. SPONSORSHIP OPPORTUNITIES

- Breakfast (Saturday) - \$1,500
- BBQ Dinner - \$2,000
- Beer - \$1,300
- Banquet - \$3,000
- Rodeo Events - \$1,500
- Show Bag Inserts - \$750
- Digital Signage - \$1,000/logo
- Registration - \$5,000
- Safety Conference - \$10,000, \$5,000, \$2,000
- Aisle Signs - \$500 ea or 2 for \$800
- Scoring Shed - \$2,000 or 2 yrs. \$3,000
- Transportation - \$1,000
- Harley Giveaway - \$1,500
- Other: _____

Booth Cost: (from above) = \$ _____

Sponsorship Cost: (from above) = \$ _____

TOTAL COST \$ _____

IV. PAYMENT INFORMATION

METHOD OF PAYMENT:

- CHECK. Payable in U.S. funds to Int'l Lineman's Rodeo & Expo. See remit info above.
- CREDIT CARD. Credit card payments must be made online at www.linemansrodeokc.com. You will receive detailed instructions and a password along with your invoice via e-mail. Your deposit is due immediately upon receipt of your invoice. Please contact your sales manager for more information.

V. EXHIBIT SPACE TERMS

Please read the Contract Terms and Conditions (on back).

- 50% must accompany all contracts submitted on or before August 21, 2015
- 100% must accompany all contracts submitted on or after August 22, 2015

Cancellation/Reduction in space policy - see #7 on the reverse side of this contract.

The undersigned hereby represents and warrants that he/she is duly authorized to execute this binding contract on behalf of the Company named above. The undersigned has read the Rules and Regulations on the front and reverse of this form, and accepts the same.

Name (please print) _____ Title _____

Authorized Signature _____ Date _____

FOR SHOW MANAGEMENT USE ONLY

Date Received: _____

Accepted for Show Management by: _____

Booth Assigned: _____

Size _____ Total Sq Ft. _____

Sales Rep: _____

CONTRACT TERMS AND CONDITIONS

INTERNATIONAL LINEMAN'S RODEO & EXPO • OCTOBER 14-17, 2015 • OVERLAND PARK, KS USA

International Lineman's Rodeo & Expo 2015 is produced by Penton Business Media, Inc. (hereinafter referred to as "Show Management").

1. **Contract for Space:** The Exhibit Space Contract & Application ("Application") and these Contract Terms and Conditions together constitute a contract between the exhibiting organization identified in the Application, hereinafter known as the "Exhibitor," and Penton Business Media, Inc. hereinafter known as "Show Management" or "Management" (this "Agreement"), for the right to use space for the International Lineman's Rodeo & Expo event indicated in the Application (the "Show"). Exhibitor agrees to comply with the terms and conditions set forth in this Agreement as well as Show Management rules, regulations, and guidelines relating to the Show and other directives of Show Management consistent with this Agreement.

All measurements shown on the floor plan are approximate and Show Management reserves the right to make such modifications as may be deemed to be necessary, making equitable adjustment with any exhibitor or exhibitors thereby affected. Show Management also reserves the right to adjust the floor plan to meet the needs of the exposition.

2. **Installation and Dismantling of Exhibits:** Delivery of freight, installation of exhibits and completion of erection of exhibits will take place on the dates hereinafter shown. The exhibits must be ready for inspection no later than 11:00 am of the first show day. Should an exhibit not be set by 11:00 am of the first show day, Show Management reserves the right to have the Official Exhibit Services Contractor install the exhibit or remove unopened freight at the expense of the exhibitor. Dismantling may not begin until the close of the exposition on the final show day.

Goods and materials used in any display shall not be removed from the exhibit hall until the exposition has officially been closed. Any exception to this rule must have the written approval of Show Management.

Dismantling must be completed and all exhibit materials removed by the final moveout date and hour shown. (NOTE: Exhibitors are advised to remove small, portable items immediately upon conclusion of the exposition.)

3. **Storage – Boxes and Packing Crates:** Exhibitors will not be permitted to store boxes or packing crates in or behind exhibit booths. Prior to 8:00 am of the first show day, all boxes and crates will be placed in storage provided they are properly labeled for storage. Those not so labeled will be removed and destroyed as refuse. (NOTE: Storage labels will be provided at the Official Exhibit Services Contractor's Desk.)

4. **Minors and Children:** Persons under 18 years of age must be accompanied by an adult in the exhibit area.

5. **Floor Plan:** The floor plan for this exhibit will be maintained as originally presented wherever practicable. However, Show Management reserves the unqualified right to modify said plan to the extent necessary for the best interests of the exhibit, the exhibitors, and the industry.

6. **Applications for Space – Conditions:** Reservations must be made on the Space Application form which must contain complete information. Show Management reserves the right to reject applications for space.

It is the policy of Penton Business Media to limit the use of exhibit spaces to firms whose products or services contribute to the purposes of the International Lineman's Rodeo & Expo. NO CASH SALES WILL BE PERMITTED.

7. **Payment Schedule/Cancellation or Reduction of Space/Sponsorship:** The payment schedule is listed on the face of the contract and below. Cancellation of this contract or reduction of space/exhibits plus must be in writing, and by mutual consent of the applicant and Management, except that Management may unilaterally cancel this contract for non-payment of any balance due by the date specified. If cancellation or reduction of space is agreed to, applicant will be liable for payment based on the following schedule: Cancellation or Reduction of Space Penalty: Space cancelled or reduced before December 31, 2014 will be charged a 10% service charge on the net cost of the original space. Space cancelled or reduced on or after December 31, 2014 thru August 21, 2015 will incur a 50% service charge on the net cost of the original space. The full contract price is due and payable and non-refundable for any space cancelled or reduced on or after August 22, 2015.

Booth Space Cancellation, Withdrawal, Downsizing and Default Schedule for Liquidated Damages

CANCEL/WITHDRAW/DOWNSIZE
(% of Total License Fee Differential)

BEFORE.....	April 30, 2015.....	10%
ON OR AFTER.....	May 1, 2015 THRU August 21, 2015.....	50%
ON OR AFTER.....	August 22, 2015.....	100%

8. **Space Assignment:** Space assignment will be indicated on the accepted contract. However, should conditions or situations warrant, Show Management has the unqualified right to reassign space for the best interest of the exposition. Exhibitors must rent sufficient space to contain their exhibit completely within the confines of both lines. Equipment may not extend into the aisles, over the aisles, or across the Exhibitor's purchased booth line. Heights and Depths addressed in the Exhibitor Kit must be observed.

Wait List: Exhibitors have an opportunity to be placed on a Wait List for an alternative location on the show floor upon request. Exhibitors must have space reserved and appropriate payment received to be moved per the Wait List request (see Section 7. Payment Schedule/Cancellation or Reduction of Space).

9. **Sharing/Subletting Space:** No exhibitor shall assign, sublet, or apportion the whole or any part of the space allotted, or have representatives, equipment, or materials from other than their own firm in the said space.

Show Management policy prohibits subcontracting or assignment of exhibit space. Should an exhibitor decide to cancel, exhibit space reverts back to Show Management.

10. **Exhibitor Personnel:** Each exhibitor will furnish Show Management, in advance, the names of those persons who will staff the booth on the Exhibitor Personnel Form furnished by International Lineman's Rodeo & Expo in the Exhibitor Service Manual. Personnel will be admitted to the show floor 8:00 am each day. In the event earlier admission is required, special permission must be obtained from Show Management.

Exhibitor's representatives manning the exhibit will be owners, employees or agents of exhibiting companies, and such representatives will wear proper badge identification furnished by the exposition. Such badges will be supplied upon presentation of the list of personnel by the exhibitor or by application made at the Exhibitors' Registration Desk. Each exhibitor will place on file in the Show Management Office the name of the representative (including hotel or local phone number) who has primary responsibility on the floor for the Exhibitor's display, and who is authorized to make decisions for the exhibitor as requested by Show Management on-site or in the case of an emergency.

Note: Supplying Exhibitor personnel badges to current or prospective customers by exhibitors is expressly forbidden. If such use of exhibitors' badges is made and this is recognized, individuals wearing said badges will be removed from the premises and badges will be confiscated. Show Management will supply Guest Passes, which the Exhibitor may distribute to said customers for purpose of attendee registration. The Exhibitor personnel registration is to be used solely for employees or agents of the Exhibitor.

11. **Displays and Construction:** Show Management has arranged for a standard uniform booth background, including header sign (7' x 44") with Exhibitor's name and booth number.

Equipment must be spotted within the confines of the exhibit space, and allow sufficient space for exhibitor personnel to conduct business within the space.

All demonstrations must be within the confines of the exhibit space. Aisles must not be obstructed at any time by exhibitor personnel or attendees. Show Management reserves the right to unilaterally determine if a demonstration interferes with adjacent exhibit spaces and may, if necessary, order its discontinuation. Note: Please refer to the exhibitor manual for specific booth dimension instructions.

12. **Contractors Services:** All services, such as furniture, carpeting, labor, cleaning, storage of boxes and crates, shipping and other special services must be arranged through the Official Exhibit Services Contractor. An Exhibitor Service Manual will be provided with proper forms for ordering such services. Forms should be carefully prepared and returned by the deadlines noted to avoid late charges.

Independent Contractors: Notification to use an independent contractor to install/dismantle exhibits must be received forty-five (45) days prior to the first day of the show. If an exhibitor elects to use any contractor other than the official contractors designated by International Lineman's Rodeo & Expo, International Lineman's Rodeo & Expo is not in a position to intercede in disputes on behalf of the exhibitor. See rules in Exhibitor Service Manual for other requirements. Notification to use independent contractor(s) must go to both show management and the Official Exhibit Services Contractor. Exhibitor will communicate to any subcontractor that such subcontractor is bound by this Agreement, and Exhibitor will be liable for any act or omission by such subcontractor which would, if taken by Exhibitor, constitute a breach of any provision of this Agreement.

13. **Character of Exhibits:** It is the desire of Show Management that each exhibitor design and create an exhibit of an attractive nature which will enhance the overall appearance of the exposition and be a credit to the industry. All exhibitors will comply with applicable clauses of the American with Disabilities Act.

Show Management reserves the right to approve the character of the display and to prohibit any display which, because of noise or other objectionable features, detracts from the general character of the exposition. Exhibits must be in good taste as determined by Show Management. It is the Exhibitor's responsibility to create an attractive display area. The exhibitor is required to provide carpet to cover the area contracted, including under carpet equipment.

Provided with the booth space rental by Show Management for a standard booth is the 8' cloth backdrop, 36" slide cloth dividers, 7" x 44" identification sign, wastebasket, two side chairs and a draped table (see order form in Exhibitor Service Manual).

Any part of an exhibit space which does not complement the purpose of the exhibition must be corrected at the Exhibitor's

expense. Show Management reserves the unilateral right to correct any unsightly exhibit and the exhibitor agrees to pay Show Management for expenses incurred in making the necessary alterations.

14. **Gadgets, Gimmicks, Demonstrations, Music and Sound:** Side show tactics, scantily clad individuals or other undignified promotional methods will not be permitted. Exhibitors are asked to observe the "good neighbor" policy at all times. Exhibits should be conducted in a manner not to be objectionable or offensive to neighboring booths. The use of photographers, musicians, entertainers, loud speakers, sound system equipment and noise-making devices are restricted to within the Exhibitor's booth. Show Management reserves the right to determine when such items become objectionable.

Show Management requires exhibitors to obtain music licenses through ASCAP and BMI if they intend to use Copyrighted music in their booths. Show Management is not responsible for the music used by exhibitors, and, without limiting Exhibitor's obligations under Section 19, Exhibitor hereby agrees to indemnify, defend and hold harmless Show Management for any and all costs or damages, including attorneys fees, related to any copyright violations that result from Exhibitor's failure to obtain the appropriate license(s).

Balloons, horns, odors, or congestion in Exhibitors' booths are not permitted.

Give-aways, demonstrations and/or entertaining the attendees in booths, must be arranged so that attendees coming into the exhibit do not block aisles or overlap into neighboring exhibits.

The operation of equipment indoors will not be permitted on a continuous basis. Operation of equipment may be approved for demonstration purposes for short periods (approximately one to five minutes) provided Show Management is notified in writing (30 days prior to the first day of the show. Booths must be policed by each exhibitor so that disruption or noise level from any demonstration or sound system is kept to a minimum and does not interfere with others. Remember the use of sound systems or equipment producing sound is an exception to the rule, not a right. Show Management reserves the exclusive right to determine at what point a disruption or sound level constitutes interference with other exhibits and must be discontinued.

Exhibitors may be asked to discontinue any demonstrations indoors during show hours if surrounding exhibitors lodge complaints of excessive noise or other disruptions.

Racing lights, flashing lights and strobe lights are considered offensive to neighboring booths and are not permitted unless it is part of the product demonstration.

Exhibitors may take photos or videos of their display, however, they are not permitted to directly take pictures of any other display, or instruct others to take such pictures, without written permission by Show Management and the exhibitor whose display is being photographed.

Exhibitors must respect the privacy of other exhibitors and not intrude or disrupt another exhibitor while they are conducting business on the show floor.

15. **Other Exhibits:** The Exhibitor agrees that neither they, their agents nor their distributors will distribute publications or conduct any other display or exhibit any equipment bearing their trademark within a three mile radius of the exposition covered by this contract or its officially designated hotel properties during the dates of said exposition. This limitation does not apply to participation in other trade association exhibitions which may coincidentally be ongoing in the same city, or to Exhibitor's regular place of business or show room. Violation of this provision by an exhibitor will constitute a breach of the contract and Show Management may, in its sole discretion, cancel this contract and exhibitor will remove their display and any equipment contained in the exhibit hall and forfeit all payments to Penton Business Media pursuant to this contract.

16. **Soliciting – Access to Lists, Samples & Prizes:** No exhibiting firm, organization or trade publication, regardless of its product or service, is permitted to sell product off the show floor. No soliciting of registrants shall be permitted in the aisles or in other exhibitors' booths. Samples, catalogues, pamphlets, publications, souvenirs, etc., may be distributed by exhibitors and their representatives (including hosts and hostesses) only within their own booths. No exhibitor will be permitted to conduct any prize drawings, awards for signing of names and addresses, etc., without prior written approval of Show Management. Signs showing the price of items must not be displayed. Penton Business Media reserves the right to limit access to attendee, exhibitor and any other list or information gathered by Penton, or its contractors.

Exhibitors that publish industry publications may distribute their publications outside their booths only to the other exhibitors and only during show hours. Show sponsors that produce industry publications may distribute their publications to exhibitors at times designated by Show Management.

17. **Flammable and Hazardous Materials:** Flammable or hazardous fluids, substances, or material of any nature are prohibited in the booth and in the storage area behind the booth. All decorative materials must be flame-proofed before being taken into the exhibit hall, and must comply with local fire regulations. Transferring of flammable liquids while in the exhibit hall is expressly prohibited. Electrical equipment and wiring must meet all safety codes.

18. **Beverages and Foods:** Food and/or beverages may be supplied by the exhibitor, with the prior written consent of Show Management and the Facility. Alcoholic beverages are forbidden without the express written consent of Show Management, in which case Corkage fees to the Facility may be required.

19. **Liability:** Neither Show Management, the official service contractors, exhibit hall management, Penton's security service, nor any of the officers, directors, employees, agents, subcontractors, or representatives ("Representatives") of the above will be responsible for the safety of or any loss of or damage to property of Exhibitor or any of its Representatives for any reason, including without limitation due to theft, strikes, damage by fire, water, storm or vandalism or other causes. Show Management will take reasonable precautions through the employment of security personnel to protect exhibits from such loss, subject to the previous sentence.

All property of the exhibitor is understood to remain in the Exhibitor's possession, custody and control in transit to or from or within the confines of the exhibit hall and subject to the rules and regulations for the exposition.

Note: Exhibitors are required to carry property and liability insurance in amounts sufficient to cover any losses or liabilities Exhibitor may incur in connection with the Show, including without limitation due to damage or loss to Exhibitor's property or injury to the person and/or property of others. By executing this Agreement, Exhibitor represents and warrants that it has such insurance in effect as of the date of the Application and that it shall maintain such insurance at least through Exhibitor's occupancy of the Show and the event venue.

Exhibitor must comply with all federal, state, and local laws, rules, and regulations, as well as the event venue's rules and regulations, including all safety regulations. Corrections will be made at Exhibitor's expense. If corrections cannot be made, exhibit shall be removed at Exhibitor's cost, with no liability accruing to Show Management. Under no circumstances may the weight of any exhibit material exceed the specified maximum floor load of the exhibit hall. Exhibitor accepts full and sole responsibility for any injury or damage to persons or property resulting from failure to distribute the placement of this exhibit material to conform with the floor loading specifications.

Indemnity: Exhibitor agrees to indemnify, defend, and hold harmless Show Management and its affiliates, the event venue and its affiliates, and each of the Representatives of any of the foregoing from and against any and all third party claims, losses, actions, proceedings, damages, penalties, demands, causes of action, fees (including reasonable attorney's fees), costs, or liabilities of any kind or nature whatsoever in connection with or which are caused by or arise out of (a) any breach or alleged breach of any representation, warranty, covenant, or other provision of this Agreement by Exhibitor or anyone acting on its behalf, including any employee or contractor, or (b) the negligence, gross negligence, recklessness, fraud, or willful misconduct of the Exhibitor, its Representatives, servants, invitees, patrons, or guests.

The Exhibitor is charged with knowledge of all local laws, ordinances and regulations pertaining to business licenses, health, fire prevention and public safety affecting its participation in the Show. Compliance with such laws is mandatory for all exhibitors and is the sole responsibility of the exhibitor. If unusual equipment is to be installed, the exhibitor must communicate with Show Management for information concerning the facility or applicable regulations.

Show Management will not be liable for the fulfillment of this contract as to the delivery of space if non-delivery is due to any of the following causes: By reason of the building being destroyed or substantially damaged by fire; act of God; public enemy; strikes; authority of law; or any other cause beyond the control of Show Management. In the event of not being able to hold the exposition for any of these reasons, Show Management will refund to each exhibitor the amount they paid for their space less a prorated share of all the expenses incurred for the exposition up to the date of required cancellation.

20. **Damage:** Exhibitors will be liable for any damage caused by fastening fixtures to the floors, walls, columns or ceilings of the exhibit building and for any damage to equipment furnished by Show Management or service suppliers designated by them.

21. **Violation:** The interpretation and application of these rules and regulations are the responsibility of Show Management. Any violation by the Exhibitor of any of the terms or conditions herein shall subject Exhibitor to cancellation of its contract to occupy booth space and to forfeiture of any monies paid on account thereof, as well as any other rights or remedies of Show Management under applicable law. Upon written notice of such cancellation, Show Management shall have the right to take possession of the exhibitor's space, remove all persons and properties of the exhibitor and hold the exhibitor accountable for all risks and expenses incurred in such removal.

22. **Social Functions/Special Events:** Any social function or special event during the International Lineman's Rodeo & Expo, in the host city, is reserved for exhibiting companies and must be approved by Show Management.

23. **Show Rules:** In the event that unforeseen events make it necessary, Show Management will have the right to amend these rules and regulations or make additions thereto, and all such amendments or additions shall be made available promptly to each exhibitor.