

www.smallscaleforestry.com



SMALL SCALE FORESTRY EXPO

The show for rural property and woodlot owners

SEPTEMBER 17-18 • 2027

Fri. 9-5 • Sat. 9-5 • Bland County Fairgrounds • Bland, VA



Show Manager: Ken Maring • 518-673-0103 • 518-221-4124 • kmaring@leepub.com

Sales Manager: Bruce Button • 518-673-0104 • 518-221-4103 • sbbutton@leepub.com

For More Information Call 800-218-5586

The Small Scale Forestry Expo is Produced by the Trade Show Division of Lee Newspapers, Inc.
24 Church Street • Suite 121 • Canajoharie, NY 13317 • 800-218-5586

Lee
Newspapers Inc.

TRADE PAPERS • TRADE SHOWS

SEPTEMBER 17-18, 2027

Friday 9-5 • Saturday 9-5 • Bland County Fairgrounds • 123 Fair Grounds Street • Bland, VA 24315

Bland County is located in southwestern Virginia on the border of West Virginia. The county is strategically positioned on Interstate 77 with the intersection of I-77 and I-81, 13 miles to the south of the county.

Positioned as the front door to southwestern Virginia, the County of Bland is contiguous to West Virginia and has arterial access to Virginia, West Virginia, Tennessee, North Carolina and Kentucky.



Organized by Lee Trade Shows, an independent trade show company that produces three annual regional trade shows.

www.smallscaleforestry.com



For more information on this show contact:

Show Manager, Ken Maring at 800-218-5586 • 518-221-4124 • kmaring@leepub.com

Sales Manager, Matt Stanley at 518-673-0124 • 315-292-2306 • mstanley@leepub.com

Dear Exhibitor,

Below you will see a sample of the Acord Certificate of Liability Insurance form, which is one of the requirements of being an exhibitor in this show. This certificate can be obtained through your insurance company. Please have them fax it to us at **518-673-3245** or mail it to: **Lee Trade Shows, P.O. Box 121, Palatine Bridge, NY 13428**. Be sure to specify which Trade Show the insurance form represents. (i.e.: Hard Hat Expo, Keystone Farm Show, Virginia Farm Show, The Empire State Producers Expo, etc.)

If you have any further questions, please feel free to call us at **800-218-5586**.

Thank you!

All property of the exhibitor shall be deemed to remain under his custody and control at all times including transit to or from, and within the confines of the exhibition areas, subject to the Rules and Regulations of the exhibit. Exhibitors are advised to carry floater insurance to cover exhibit material against damage or loss. Exhibitors agree to carry general liability insurance of at least \$1,000,000 per Occurrence, \$2,000,000 General Aggregate, and \$2,000,000 Products and Completed Operations Aggregate. Exhibitor will name "Lee Newspapers, Inc." as an Additional Insured under their General Liability Insurance. Exhibitors will carry Workers Compensation Insurance in accordance with state law covering activities at the exhibition. A Certificate of Insurance showing these requirements are met shall be provided to Show Management prior to booth set up and will provide 30 days written notice of cancellation for any reason. Show Management will carry public liability insurance for injury to exhibition visitors, exhibitors, and their agents and employees. Exhibitor's employees are not covered by this when on space rented by exhibitor and management is not responsible for the safety of exhibitor's property or for loss to or damage from theft, fire, accident, vandalism or other causes.

ACORD		CERTIFICATE OF LIABILITY INSURANCE		OP ID: KK	
				DATE (MM/DD/YYYY)	
				12/20/2012	
THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.					
IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).					
PRODUCER		Phone: 734-402-2430		CONSOLIDATED UNDERWRITING ALLIANCE	
Consolidated Underwriting All		Fax: 734-402-2430		FAX: 734-402-2430	
37715 Penbrook				FAX: 734-402-2430	
Livonia, MI 48152					
Denise M. McHenry, CIC, AALLIC					
INSURED		CUSTOMER ID: JUBIL-2		INSURER AFFORDING COVERAGE	
				INSURER A: Hanover Insurance Co.	
				INSURER B: Citizens Insurance Company	
				INSURER C: Allmerica Financial Benefit	
				INSURER D:	
				INSURER E:	
				INSURER F:	
Your Information					
COVERAGES		CERTIFICATE NUMBER:		REVISION NUMBER:	
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTICE REGARDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN. THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.					
INSURER	TYPE OF INSURANCE	AMOUNT	POLICY NUMBER	POLICY PERIOD	LIMITS
A	GENERAL LIABILITY	X	OHB7939388	04/07/2012 - 04/07/2013	BODILY INJURY \$1,000,000 PROPERTY DAMAGE \$500,000 MEDICAL EXPENSE \$5,000 PERSONAL & ADVERTISING \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS-COMPLETED OPERATIONS \$2,000,000
C	ANY AUTO ALLOWED AUTOS SCHEDULED AUTOS X HIRE AUTOS X NON OWNED AUTOS		AWB8905937	01/13/2012 - 01/13/2013	COVERED RENTALS (Excess) \$1,000,000 BODILY INJURY (Excess) \$1,000,000 PROPERTY DAMAGE (Excess) \$1,000,000
A	X UMBRELLA LIA EXCESS LIA DEDUCTIBLE \$ RETENTION \$	X	OHB7939388	04/07/2012 - 04/07/2013	BODILY INJURY \$4,000,000 AGGREGATE \$4,000,000
B	WORKERS COMPENSATION AND EMPLOYERS LIABILITY ANY EMPLOYER'S EMPLOYEES IN ANY STATE DESCRIPTION OF OPERATIONS: HARD HAT EXPO	YCB N	W7B7939308	04/07/2012 - 04/07/2013	EL DISEASE - EMPLOYEE \$1,000,000 EL DISEASE - POLICY LIMIT \$1,000,000
DESCRIPTION OF OPERATIONS (LOCATION(S), VEHICLE(S) (OTHER ACORD 101, Additional Remarks Schedule, if more space is required)					
RE: Hard Hat Expo					
CERTIFICATE HOLDER		CANCELLATION			
Trade Show Div., Lee Newspapers, Inc Small Scale Forestry Expo 24 Church St., Suite 121 Canajoharie, NY 13317		SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.			
		AUTHORIZED REPRESENTATIVE Denise M. McHenry, CIC, AALLIC			



Sponsorships

Sponsorships are only available to exhibitors

September 17-18, 2027 • Fri. 9-5, Sat. 9-5 • Bland County Fairgrounds • 123 Fair Grounds Street • Bland, VA

☐ EXCLUSIVE SHOW BAG SPONSOR \$500

1. Sponsor supplies 2,500 bags inserted with 2 company promo pieces. Bags to be distributed at show entrance.
2. Publicity in all show related advertising in all of the Country Folks publications.
3. Your company logo on the Small Scale Forestry Expo website.
4. 2x3 Banner supplied by the Small Scale Forestry Expo at entrance with your company logo and official show bag status.

☐ WRIST BAND SPONSORSHIPS

\$300 DAILY SPONSOR ☐ FRIDAY ☐ SATURDAY **OR** ☐ **\$500 EXCLUSIVE SPONSOR** Sponsor for Both Days

All attendees of the Small Scale Forestry Expo will be given a wristband to be sure they have registered. Your company name and logo will appear on the wrist band.

TENT BANNER SPONSORSHIPS

☐ **Sponsor Supplies Banner - \$200** Number of Banners to be hung: _____ @ \$200.00 = \$ _____

Sponsor supplies 3'x8' banner.

☐ **Expo will Create Banner - \$350** Number of Banners to be hung: _____ @ \$350.00 = \$ _____

Small Scale Forestry Expo will create 3'x8' banner.

SKID STEER RODEO SPONSORSHIPS

☐ PLATINUM \$1,000 - Exclusive

1. Publicity on all rodeo related brochures, posters and advertising.
2. \$500 toward prize money to the top ten contestants.

☐ GOLD \$750 - Unlimited

1. Publicity on all rodeo related brochures, posters and advertising.
2. \$375 toward prize money to the top ten contestants.

☐ SILVER \$500 - Unlimited

1. Publicity on all rodeo related brochures, posters and advertising.
2. \$250 toward prize money to the top ten contestants.

☐ TROPHY SPONSOR \$400 - Exclusive

1. Publicity on all rodeo related brochures, posters and advertising.
2. Your company name listed as the trophy sponsor on all trophies / plaques. We order and deliver.

Exhibiting Co. _____

Signature _____ Title _____

Address _____ Phone _____

City _____ State _____ Zip _____ Fax Number _____

CREDIT CARD NUMBER: _____ Expiration Date: _____

Name on Card: _____ Security Code: _____ Amount to Charge: \$ _____



Skid Steer Rodeo Equipment Sponsorship

Sponsorships are only available to exhibitors

September 17-18, 2027 • Fri. 9-5, Sat. 9-5 • Bland County Fairgrounds • 123 Fair Grounds Street • Bland, VA

To participate in this sponsorship you must be an exhibitor with a minimum floor area of 25x50 in the Small Scale Forestry Expo.

The Skid Steer Rodeo will be held on Friday.

1. Dealers supply a machine and \$100 toward prize money. No timer is needed.
2. Dealer can supply as many machines as they like (\$100 toward prize money per machine).
3. The event will run from 9am-1pm with sign up at rodeo site and drive immediately after sign up.
4. The choice of machine will be determined by drawing at time of contestant sign up.
5. Rules will be clearly stated and one timer who will be judge for all.
6. Machine throttles will not be preset but penalties will be strict.

Machine #1

Make _____ Model _____
Type of control: ☐ Foot ☐ Hand

Machine #2

Make _____ Model _____
Type of control: ☐ Foot ☐ Hand

Machine #3

Make _____ Model _____
Type of control: ☐ Foot ☐ Hand

\$100 x _____ Number of Machines = \$ _____

Exhibiting Co. _____ Person in Charge of Display _____

Signature _____ Title _____

Address _____ Phone _____

City _____ State _____ Zip _____ Fax Number _____

email: _____ web site: _____

CREDIT CARD NUMBER: _____ Expiration Date: _____

Name on Card: _____ Security Code: _____ Amount to Charge: \$ _____

Small Scale Forestry Expo • Produced by Lee Newspapers, Inc • PO Box 121 • Palatine Bridge, NY 13428

Call Ken @ 800-218-5586 or 518-221-4124 for More Information



2027

**SMALL SCALE
FORESTRY
EXPO**

SHOW PROGRAM

Be sure your company is included in the Small Scale Forestry Expo Program! You will benefit from the additional circulation, as it will be passed out to all attendees at the show.

SHOW PROGRAM

**SMALL SCALE
FORESTRY
EXPO**
SEPTEMBER 18-19, 2020
Bland County, Virginia



Show Manager: Ken Marling • 518-673-0103 • 518-221-4124 • kmarling@leapub.com

Sales Manager: Bruce Button • 518-221-4103 • bbutton@leapub.com

800-218-5586

www.smallscaleforestryexpo.com

The Small Scale Forestry Expo is Produced by the Trade Show Division of Lee Newspapers, Inc.
24 Church Street, Suite 121 • Canaan, NY 12017 • 800-218-5586

Full Page - \$500 (5" x 8")
Half Page - \$300 (5" x 4")
Quarter Page - \$175 (2.6" x 4")

• 4 Color white offset paper

DEADLINE: August 14

Contact your sales representative or Bruce Button
at 518-221-4103 • bbutton@leapub.com for additional information



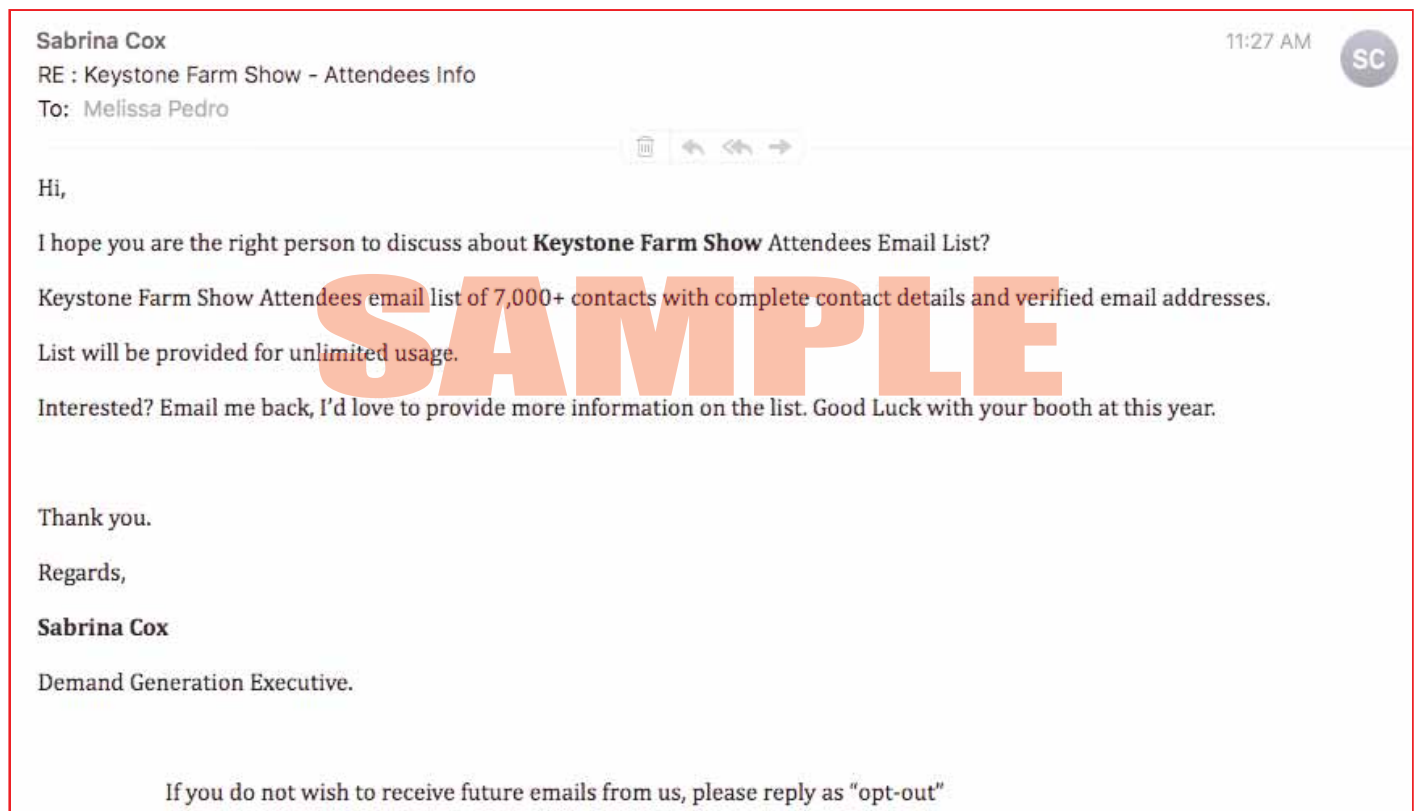
P.O. Box 121, Palatine Bridge, NY 13428 • Ph. (518) 673-3237 • Fax: (518) 673-3245

• • Warning to Our Customers • •

In past years there have been numerous emails from companies other than ours trying to sell the attendee list, hotel reservations or advertising to some of our shows. This email, or ones similar, **DO NOT** come from us and are usually a scam.

This is a sample of what one of the emails looks like.

We never sell or give out any of our customers information.





THE SHOW FOR RURAL PROPERTY AND WOODLOT OWNERS

SEPTEMBER 17-18, 2027

Bland County Fairgrounds • Bland, VA

**Seminar
Tent**

CONCESSIONS

RESTROOMS

PAVILION

Skid Steer Rodeo

**0-40
50x50**

**0-39
50x50**

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50x50**

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50x50**

Parking

REG TENT



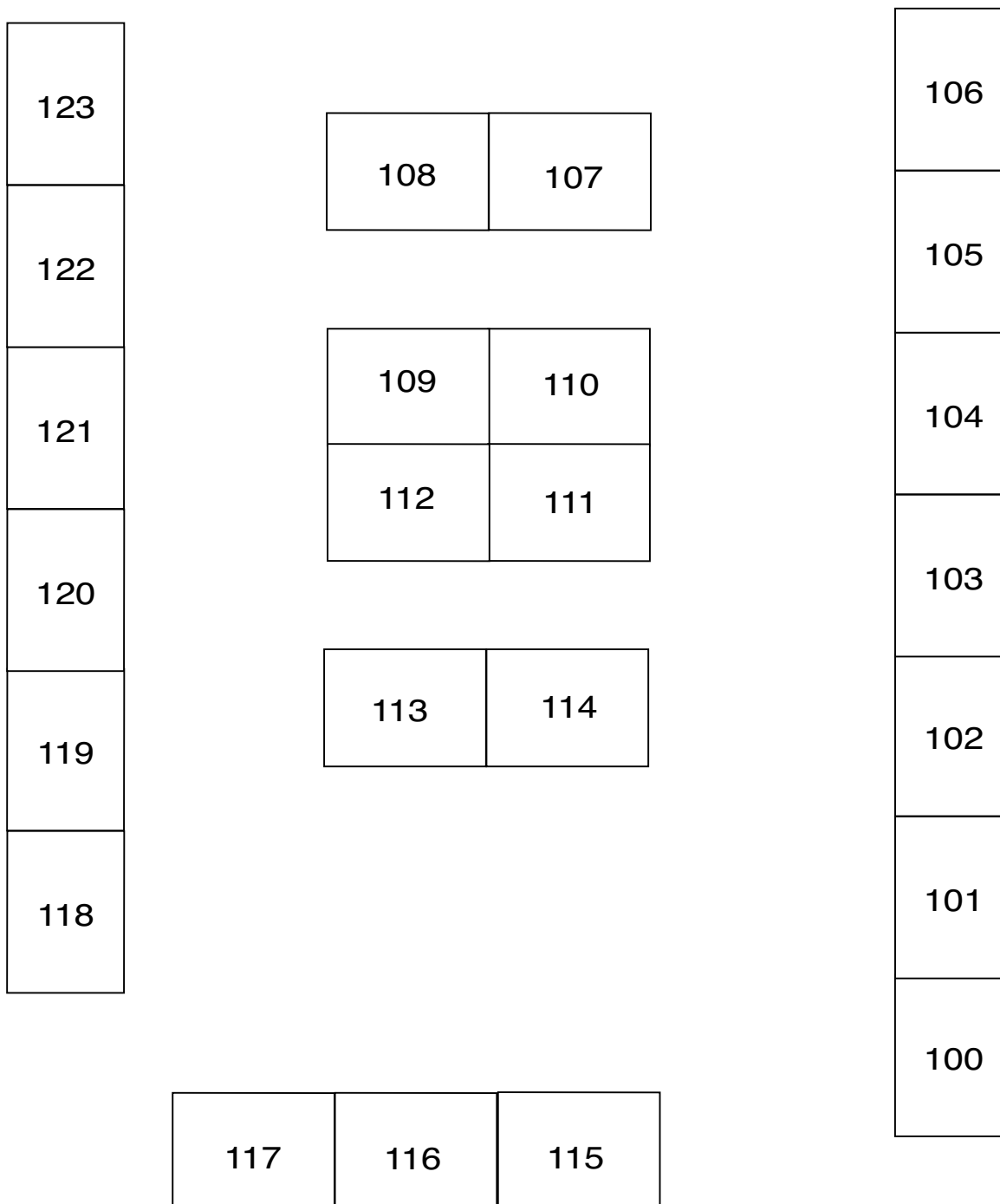
SEPTEMBER 17-18, 2027

Bland County Fairgrounds • Bland, VA

PAVILION MAP

8'x10' Wall Booths

STAGE





EXHIBITORS CONTRACT

SEPTEMBER 17-18, 2027

Bland County Fairgrounds • Bland, VA • Fri. 9-5, Sat. 9-5

Produced by the Trade Show Division of Lee Newspapers, Inc.; 24 Church Street, Suite 121, Canajoharie, NY 13317
Publishers of Country Folks and Country Folks GROWER

Show Manager: Ken Maring • 800-218-5586 • 518-673-0103 • www.leetradeshow.com • kmaring@leepub.com • mpedro@leepub.com

10x10 Booth Space

25x25 Booth Space

25x50 Booth Space

50x50 Booth Space

Prices Good Through April 2, 2027

10' x 10' WALL BOOTHS

1 Booth- \$600. Ea. 2 or More Booths- \$575. Ea.

1st Choice _____ 2nd Choice _____
3rd Choice _____ Total # of Bths: _____
Total Due: _____ x 35% Deposit= _____
Balance Due: _____

Prices Good Through April 2, 2027

25' x 25' OUTSIDE SPACE - \$800

(25' Frontage x 25' Deep)

1st Choice _____ 2nd Choice _____
3rd Choice _____ Total # of Bths: _____
Total Due: _____ x 35% Deposit= _____
Balance Due: _____

Prices Good Through April 2, 2027

25' x 50' OUTSIDE SPACE - \$1,565

(25' Frontage x 50' Deep)

1st Choice _____ 2nd Choice _____
3rd Choice _____ Total # of Bths: _____
Total Due: _____ x 35% Deposit= _____
Balance Due: _____

Prices Good Through April 2, 2027

50' x 50' OUTSIDE SPACE - \$2,500

(50' Frontage x 50' Deep)

1st Choice _____ 2nd Choice _____
3rd Choice _____ Total # of Bths: _____
Total Due: _____ x 35% Deposit= _____
Balance Due: _____

Prices from April 3, 2027

10' x 10' WALL BOOTHS

1 Booth- \$650. Ea. 2 or More Booths- \$625. Ea.

1st Choice _____ 2nd Choice _____
3rd Choice _____ Total # of Bths: _____
Total Due: _____ x 50% Deposit= _____
Balance Due: _____

Prices from April 3, 2027

25' x 25' OUTSIDE SPACE - \$900

(25' Frontage x 25' Deep)

1st Choice _____ 2nd Choice _____
3rd Choice _____ Total # of Bths: _____
Total Due: _____ x 50% Deposit= _____
Balance Due: _____

Prices from April 3, 2027

25' x 50' OUTSIDE SPACE - \$1,765

(25' Frontage x 50' Deep)

1st Choice _____ 2nd Choice _____
3rd Choice _____ Total # of Bths: _____
Total Due: _____ x 50% Deposit= _____
Balance Due: _____

Prices from April 3, 2027

50' x 50' OUTSIDE SPACE - \$2,750

(50' Frontage x 50' Deep)

1st Choice _____ 2nd Choice _____
3rd Choice _____ Total # of Bths: _____
Total Due: _____ x 50% Deposit= _____
Balance Due: _____

Crafters

12x12 Booths - To qualify for a Crafter Booth you must either raise or produce your booth items.

Total # of Booths: _____ x \$50 = _____ Balance Due: _____

*** A contract MUST be sent in to reserve a space. First come first served availability. Must supply own tent.**

ELECTRIC

☐ **Regular 110 Outlet** # of outlets _____ x \$50 = \$ _____

☐ **Outside 110 Electric** # of outlets _____ x \$100 = \$ _____

We agree to occupy and pay for the above exhibit space. **We understand that the contract is not valid without the required deposit. 50% Due by April 2, 2027, Balance Due by August 20, 2027.** Make all checks payable to "Trade Show Div./Lee Newspapers, Inc." For your convenience we also accept Mastercard, Visa, American Express and Discover. Call 1-800-218-5586 to pay deposit or full balance by charge card. **No Exhibit will be allowed to set up unless paid in full.** To be an exhibitor at the Small Scale Forestry Expo you must be a customer in good standing of Lee Newspapers, Inc. Customers that do advertising plus trade show business with Lee Newspapers Inc get preferential treatment for booth locations at our shows. After **April 2, 2027**, any customers that have not renewed their contract for exhibit space, release that space for sale and will be paying the next tier pricing for their booth space.

PLEASE READ THE REVERSE SIDE OF THIS CONTRACT BEFORE SIGNING *Proof of Insurance must be provided to show management (see No. 10)

In signing this agreement, we agree to conform with the terms, conditions, and covenants contained in this application and contract for exhibit space. We will conform with the General Information, Rules & Regulations shown on the reverse side of this application. We agree to meet all deadlines and abide by policies set by the show management.

Exhibiting Co. _____ Person in Charge of Display _____

Signature _____ Title _____

Address _____ Phone _____

City _____ State _____ Zip _____ Fax Number _____

email for Show Information: _____ web site: _____

For Publicity Purposes, please give us a list of the product names, services etc. that you will be exhibiting in the above exhibit space. (ex: Prudential Insurance, John Deere Tractors, or Bobcat Skid Steers etc.): _____

All efforts will be made to accommodate your request for exhibit location, however the show management reserves the right to arrange the show in the overall best interest of the show.

If we need to change your desired location for any reason, we will notify you immediately.

CREDIT CARD NUMBER: _____ **Expiration Date:** _____

Name on Card: _____ **Security Code:** _____ **Amount to Charge:** \$ _____

Please completely fill out, **SIGN AND RETURN THE WHITE COPY** to our office, **RETAIN THE YELLOW COPY** for your files

General Information, Rules and Regulations

1. MANAGEMENT

This show is owned and managed by Lee Newspapers, Inc, Palatine Bridge, N.Y. The word 'management' used herein shall mean the sponsors acting through their officers or the Exhibit manager.

2. RULES

Each prospective exhibitor is required to sign the official application contract for space in the exhibition. By doing so, he subscribes to the General Information, Rules and Regulations which are a part of the application and contract and to comply insofar as the same may be applicable to the use and occupancy of space by said prospective exhibitor.

3. APPLICATION

Application for exhibit space must be on the forms provided and must be accompanied by the required deposit made payable to Lee Newspapers, Inc. See front for full details.

4. ASSIGNMENT OF SPACE

Space assignment will be made by management in keeping with exhibitor's preferences insofar as it is possible. In case of duplicate requests, the earliest application to arrive shall receive preference. In case of further duplication, other factors to be considered by management will include the size of the space, customers in good standing with Lee Newspapers, Inc, nature of the equipment, height, weight, etc. as well as compatibility with exhibits in same area.

5. PAYMENT- COST OF SPACE

Inside space will be sold as 10'x10' or 8'x10'; see front for full details. Open floor space sold by sq. ft. A deposit is due with contract as per conditions on front. All exhibits must be paid in full as per conditions on front before set up will be allowed.

6. DEFAULT

Any exhibitor failing to occupy any space contracted for but not cancelled is obligated for the full cost of the space and is not entitled to any rebate. Furthermore if space contracted for is not occupied by the time the show is open to the public, it shall be considered saleable real estate and management is no longer under obligation to make provisions to allow occupancy by original purchaser unless previous arrangements for unforeseen difficulties getting to the show site have been made. Management shall have the right to use said space thereafter to suit its own convenience including selling the space to another exhibitor without any rebate or allowance to the defaulting exhibitor and without incurring any obligation of any kind to said prospective exhibitor.

7. CANCELLATION

An exhibitor may cancel or withdraw from the exhibit subject to the following conditions and restrictions:

a. If notification to cancel is received in writing no later than 90 days prior to the show dates the cancellation fee will be 50% of the total cost of space contracted for..

b. There shall be no refunds for space cancelled within 90 days of the show.

Management assumes no responsibility whatsoever for having included the name of the cancelled exhibitor or descriptions of its products in any catalogs, brochures, releases or any other materials, or in any advertising matter relating to this show.

8. OFF-SITE ACTIVITIES

Exhibitors are prohibited from having any off-site activities during show hours.

9. LIMITATION OF LIABILITY

The exhibitor agrees to make no claim for any reason whatsoever against show management, or Show Facility, their management or employees for loss, theft, damage or destruction of goods; nor for injury to himself or his employees while in the exhibition quarters, nor for any damage of any nature or character, including any damage to his business by reason of the failure to provide space for the exhibit, or the removal of the exhibit; not for any action of any nature of management in case the premises of the show shall be destroyed or damaged, or if the show fails to take place as scheduled, or is interrupted and/or discontinued or access to the premises is prevented or interfered with by reason of any strike, lockout, injection, act of war, act of God, emergency declared by the government agency or by show management, or for any other reason, this contract may be terminated by management, and in the event of such termination, the exhibitor waives any and all damages and claims for the damages and agrees that the sole liability of management shall be to return to each exhibitor his space payment, less his pro rate share of all costs and expenses incurred and committed by show management.

10. INSURANCE

All property of the exhibitor shall be deemed to remain under his custody and control at all times including transit to or from, and within the confines of the exhibition areas, subject to the Rules and Regulations of the exhibit. As respects property of others in your care, custody or control: This is typically excluded from General Liability coverage. Exhibitors are required to insure their own property and then hold Lee Harmless for any damages to their Property and waive rights of subrogation against Lee regardless of any negligence on Lee's part. Exhibitors are advised to carry floater insurance to cover Property or Inland Marine insurance to cover the damage or loss to their business personal property, equipment, materials, exhibits and other possessions. Exhibitors agree to carry General Liability Insurance of at least \$1,000,000 per Occurrence, \$2,000,000 General Aggregate, and \$2,000,000 Products and Completed Operations Aggregate. Exhibitor will name "Lee Newspapers, Inc." as an Additional Insured on a Primary & Non-Contributory basis under their General Liability Insurance. Exhibitors will carry Workers Compensation and Employers Liability Insurance with limits of at least \$1,000,000/\$1,000,000/\$1,000,000 as required by the laws of the State in which the Trade show is located. The Workers Compensation coverage will include coverage for all sole proprietors, partners, members or stockholders that will be on the premises of the exhibit at any time. A certificate of Insurance showing these requirements are met shall be provided to show management prior to booth set up and will provide 30 days written notice of cancellation for any reason. Exhibitor will carry Commercial Automobile Insurance to

cover all owned, hired and non-owned vehicles entering the premises for a limit of at least \$1,000,000 per Accident and shall name Lee Newspapers, Inc. as an Additional Insured on a Primary & Non-Contributory basis (and Owner of the premises if needed). Management will carry public liability insurance for injury to exhibition visitors, exhibitors, and their agents and employees. But this will not cover exhibitor's employees when they are on space rented by exhibitor and management is not responsible for the safety of exhibitor's property or for loss to or damage from theft, fire, accident, vandalism or other causes. All policies including the Property/Inland Marine, General Liability, Automobile and Workers Compensation shall have a Waiver of Subrogation endorsement in favor of Lee Newspapers Inc. (and the owner of the property if needed)

10a. WAIVER OF SUBROGATION

exhibitor waives all rights of recovery against Lee Newspapers, Inc and the owner, regardless of cause or any negligence of Lee newspaper Inc.'s or the owners that may have contributed to the loss.

11. HOLD HARMLESS

To the fullest extent permitted by law Exhibitor agrees to hold Lee Newspapers, Inc. its subscribers, agents and employees harmless and agrees to defend them from any injuries or damage to any party as a result of the exhibitor's or employees negligence, attendance or participation in the exhibition to the fullest extent permitted by law.

12. INSTALLATION AND DISMANTLING

Exhibitors may begin installing their exhibits subject to scheduling established by management. Dismantling will start only after the close of the trade show. All moving in or out of exhibit materials is done solely at the discretion of the management of the show. If precise times are designated the exhibiting company will do everything within its power to comply. If management designates contractors to perform work at the exhibitor's expense, where union personnel are required by the facility or by any contractors involved, it shall be the exhibitor's responsibility to comply with such requirements. In no event shall management be responsible for the conduct of contractors or their employees and no responsibility is assumed for failure to perform by contractors, their charges or any other matter relating to contractors of the facility.

13. EXHIBIT DESIGN

No built up exhibit or other construction shall exceed 8 feet in overall height without the written permission of the Exhibit manager. Perimeter booths may, with permission, have their backdrops extend up to 12 feet. Height requirements for equipment on display may be waived upon approval of the Exhibit Manager but are subject to restrictions imposed by the building dimensions. Failure to comply with these design requirements could result in modification or removal of exhibits.

14. REFRESHMENTS, GIFTS AND CONTESTS, ETC.

Management reserves the right to prohibit, limit or discontinue the distribution of any gifts, giveaways or similar promotions. Contests, raffles and drawings, if permitted under state or local laws, will be subject to the approval of the Exhibit Manager. There will be no announcements of contest, drawing, or raffle winners at any event sponsored by someone other than the sponsor of the raffle, drawing or contest.

15. SAFETY, FIRE AND HEALTH

The exhibitor agrees to accept full responsibility for compliance with national, state and local safety and fire regulations. Equipment on display shall have battery leads disconnected, gas tanks emptied and locked or taped shut, and the ignition keys removed. Only flame proofed materials shall be used in each exhibit.

16. SECURITY

Every reasonable precaution will be taken to protect property during the installation, display and removal periods.

17. MESSAGE CENTER

Messages for exhibit personnel will be held at the message desk. Exhibitors are urged to check the message center on a regular basis. Message Service not always available.

18. APPEARANCE-GENERAL

Each exhibitor is requested to recognize the rights of other exhibitors and realize that the general appearance of the exhibit as a whole must take precedence over that of any individual exhibit. The management requests cooperation in maintaining due regard for all adjoining exhibitors and in keeping all displays in the bounds of good taste and in conformance with safety regulations. Exhibitors are instructed not to create excessive obstruction of aisles or prevent ready access to any other exhibitor's booth. Those in violation will be required to remove the obstruction. No advertising or exhibit will be allowed to extend beyond the space allotted to the exhibitor, and no exhibitor's products, equipment or booth construction may be so placed as to exclude the view of the neighboring exhibits for visitors passing through the aisles. The use of moving pictures will be permitted subject to approval and control by the management. Sound movies will be permitted only if unobjectionable to neighboring exhibitors. Any sound systems which create excessive noise making normal conversation in neighboring booths difficult may, at the discretion of the management, be restricted to periodic operation and exhibitor assumes all responsibility for compliance with union requirements relating to projection equipment and sound systems.

19. DECORATOR

The show has retained one firm to serve as the exhibit decorator. Because of set-up schedules and possible bonding requirements, management requests that all exhibitors use the services of the appointed decorating firm.

20. GENERAL

All matters and questions not covered by the General Information, Rules and Regulations are subject to the decision of management. The General Information, Rules and Regulations may be amended or supplemented at any time by management, and all such amendments or additions shall upon reasonable notice be as equally binding on all parties affected as the original General Information, Rules and Regulations.