

EXHIBIT SERVICES KIT

EVENT DATE: **January 12-14, 2027**
Big Sky, Montana

National Ski Areas Association

2027 Western Winter Conference & Trade Show

STANDARD BOOTH SPECS:

BOOTHS: 8'High x 8'wide Backwall only (no side dividers)

The NSAA Booth Package is installed in every booth:

- (1) 6' Skirted Table + 2 Chairs
- (1) Wastebasket
- (1) Company Name ID Sign

Internet: Shared bandwidth, managed by resort.

If you need dedicated WIFI, bring your own hotspot.

Flooring: Permanent Resort/Conference Carpet

Additional/Special Furnishings: Available

HOW ORDER & PAY FOR SERVICES

Service Order Forms and Payment Authorization is on the next few pages. If you are shipping to the show or ordering booth furnishings, upgrades or other services, order on or before **January 6** to qualify for best pricing.

Shipping Order Form: Page 4

Payment Authorization: Page 2

Furnishings Order Form: Page 7

SHIPPING DETAILS

All Shipments must arrive at the advance warehouse on or before Friday, January 8.

DO NOT ship directly to Big Sky. The resort is not contracted to receive, handle, or store shipments. Additional fees are charged by K&J for shipments sent to the resort or for shipments that arrive at our advance warehouse after the shipment delivery cutoff.

Order Form: Page 4 • Shipping labels on Page 5

ADVANCE WAREHOUSE SHIPPING ADDRESS:

Exhibiting/Company Name + NSAA
c/o J.T.C for K&J Convention Services
1316 Bozeman Avenue • Helena, Montana 59601

EXHIBIT SERVICES & FREIGHT CONTRACTOR:

K&J Convention Services, LLC

406-442-3238

mtshows@kjconventions.com

DISCOUNT DEADLINE

SUBMIT ORDER FORMS & PAYMENT BEFORE:

Wednesday, January 6, 2027

ORDER FORMS RECEIVED OR PAID

January 7 OR LATER

WILL NOT QUALIFY FOR DISCOUNT PRICING.

SHIPMENT DELIVERY CUTOFF

ACTUAL SHIPMENTS MUST ARRIVE ON OR BEFORE:

Friday, January 8

WE WILL RECEIVE YOUR SHIPMENTS

AT THE ADVANCE WAREHOUSE

STARTING DECEMBER 14

SUBMIT ORDER FORM & PAYMENT

ON or BEFORE JANUARY 6)

DO NOT SHIP TO THE RESORT.

EXHIBITOR SCHEDULE

MOVE IN:

Tuesday, January 12: 12:00 - 4:00 PM

SHOW HOURS:

Tuesday, January 12: 4:30PM

Wednesday, January 13: All Day

BOOTH TEARDOWN:

Wednesday, January 13: 7:00 PM

Immediately after show close

Have Questions About Exhibit Details - Booth Equipment - Shipping to the Show?
Contact K&J: mtshows@kjconventions.com

Contact NSAA directly if you have questions about registration, name badges, agendas, prizes and advertising, fee details or other attendee information.



406-442-3238 | mtshows@kjconventions.com

Credit Card Authorization

Email Orders To: mtshows@kjconventions.com

True Old-School Fax: 406-458-3265

K&J will also accept orders and payment submitted via Docusign/AdobeSign Networks.

K&J will not contact you for payment information.

ALL RECEIPTS ARE EMAILED AFTER PROCESSING

COMPLETE ALL FIELDS | FIELDS IN RED ARE REQUIRED

THIS AUTHORIZATION WILL REMAIN IN EFFECT UNTIL CANCELED OR CARD EXPIRATION

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Exhibitor/Company Name					
CONTACT NAME					
PHONE NUMBER	DIRECT:		CELL:		
EMAIL					
Receipt Email (IF DIFFERENT)					
Card Issuer:	☐ VISA	☐ MasterCard	☐ Discover	☐ AMEX	
Cardholder Name (AS SHOWN ONCARD):		DO NOT LEAVE THIS AREA BLANK Due to security regulations and company policy, K&J will <u>not</u> call you for credit card information.			
Card Number :					
16-DIGIT NUMBER: VISA / MASTERCARD / DISCOVER (or) 15-DIGIT NUMBER: AMEX					
Expiration Date	 (MM / YY)		C.V.V.	 4-DIGIT: AMEX 3-DIGIT: MC VISA DISCOVER	
Card Billing Address:	STREET OR PO BOX		CITY		STATE/PROVINCE
Card Billing ZIP/Postal Code:					
Cardholder or Authorized Signature					Date
Client authorizes <u>K&J Convention Services, LLC</u> to charge the credit card herein for Exhibit and Event-related purchases, services, rentals, and/or damage/loss. Client agrees that this form will be stored in a secure location and be used for future transactions charged to this card. K&J will email receipts to the address on file anytime K&J initiates activity or charges on the card.					

Subsequent orders / future shows / events:

- All orders are subject to show-specific deadlines, availability, pricing and K&J cancellation policy.
- Client must initiate each event order and contact K&J directly.
- Exhibit orders, materials handling and/or labor form(s) may be required.

Payment Due at time of order. Orders will not be processed until payment is received.

Do not submit blank payment pages or request K&J to call you: your order will not be processed.

For security, K&J will not call you for payment or reserve items not paid at time of order.

Standard pricing applies for all orders received without payment (No DISCOUNTS)

All orders paid by credit card will receive an email confirmation that the order forms and payment information was received at K&J. This is generally within one business day. Receipts will be email after processing.

Materials Handling Instructions

2027
NSAA WESTERN WINTER
CONFERENCE & TRADE SHOW

INBOUND (preshow)

All Order Forms and Payment Must be Submitted to K&J on or before January 6

All Shipment(s) must arrive at **Advance Warehouse on or before **January 8****

1. Be sure your company name and **NSAA** is on all pieces. **(We don't need booth number)**
2. **Shipping Address:** Use the label format on page 6 or use your own UPS/Fedex Labels
3. All items arriving at the Resort may be refused or are subject to additional fees

Advance Warehouse Hours: Monday-Friday 8:30-4 pm (excluding holidays)

**ADVANCE
WAREHOUSE
ADDRESS**

K&J Convention Services / NSAA + "Company Name"
c/o **J.T.C for K&J Convention Services**
1316 Bozeman Avenue
Helena, MT 59601

Actual Shipment/Carrier Charges are paid by the Exhibitor. Collect shipments will be refused

-- After show handling back to your carrier after the show is included in our fee! --

AFTER-SHOW Instructions

UPS / Fedex Customers:

1. Pack prepaid labels in your shipment(s) or send with your booth representative
You may also email the PDF labels to K&J: stacey@kjconventions.com
2. **DO NOT Schedule a Pickup by Fedex or UPS.** K&J will directly transfer to Fedex/UPS
3. DO NOT create "Return Tag" or "Call Tag" for your shipment
K&J will transfer it directly to UPS / Fedex on January 15



Information below this line is for customers using Private / LTL/ Custom Carriers ONLY!

AFTER SHOW Instructions: PRIVATE or LTL CARRIER ONLY

1. Customer must schedule a pickup with the carrier.
2. Freight will be ready for pickup from Helena warehouse on Friday, January 15 after 12 noon
3. Bring or Email a Prepaid Bill of Lading to K&J. Bill of Lading is required for release to carrier.
4. K&J is not a customs broker. If you are shipping outside of the USA, contact your shipping company regarding a customs broker.
5. Freight will not be left at the resort or show floor for pickup later.

AFTER SHOW/ Helena Pickup Warehouse for Private/LTL Shipments: Friday, January 15: 12-4 pm

After show pickup is not the same as the ADVANCE WAREHOUSE.
If you are using a private/LTL carrier for after show pickup | or for showsite pickup:
email stacey@kjconventions.com for instruction, appointment and pickup address

RETURN:

Page 4: Materials Handling Order Form
Page 2: Payment/Credit Card Authorization

Order Forms and Payment are Due at K&J on or before January 6 to qualify for discount pricing

MATERIALS HANDLING ORDER FORM

2027 NSAA WESTERN WINTER CONFERENCE & TRADE SHOW

Company Name:

Onsite Booth Rep:

Name & CellPhone Number:

Shipments may arrive December 14 -January 8
Submit THIS Order Form on or before January 6

-----AFTER SHOW HANDLING IS INCLUDED IN OUR FEE----- COMPLETE BOTH INCOMING & AFTER-SHOW -----

INCOMING SHIPMENT(S):

Where is it coming from / when it will arrive

Carrier:

☐ UPS ☐ Fedex ☐ Other (LTL/Freight)

-----Generally most used-----

Carrier:

Est. Ship Date

From (City):

Number of Shipments

Estimated Total Weight Per Shipment

Estimated Total Number of Pieces

City Shipped From

Estimated Arrival @ Warehouse:

Must Arrive On Or
Before January 8

Tracking Number(s) -- provide all tracking details; or email tracking to K&J when shipped.

Not yet shipped ?

☐ please acknowledge
you will send us
tracking after you ship

AFTER-SHOW / REFORWARDING

Where is it going / how is it getting there

Carrier:

☐ UPS ☐ Fedex ☐ Other

-----Generally most used-----

Private/LTL (complete lower section)

Destination (City):

Service Type:

Ground/Express/2-Day, Etc.

PREPAID labels for After-Show Fedex/UPS Required
Do Not Schedule /Arrange a PICKUP by UPS OR FEDEX

Use this Section ONLY if you are using a carrier (not Fedex or UPS) after the show

OTHER Carrier/ LTL / MotorFreight Carrier Information:

Carrier Name:

Telephone#

Service Type & Bill of Lading#

Physical Bill of Lading required for release to your carrier

Agent/Arranger Name/Cellphone Number

**SHIPMENT DEFINITION: A Shipment is " Any number of pieces received on the
SAME DAY from the SAME SHIPPER and delivered by the SAME CARRIER .**

CALCULATION OF RATE - Credit Card Required to be on file for all materials handling

Single Shipment/Minimum Order

Any number of pieces in one shipment. Total Weight: Less than 200 Pounds

\$120 Minimum Order - discount pricing

After January 7: add \$20

Single Shipment /201pounds+

Any number of pieces in one shipment. TOTAL WEIGHT: 201 Pounds or more

Est Weight:

60¢ per pound (\$120 min order)- discount pricing

After January 7: add \$20 / 10¢ per pound over 201#

Multiple Shipments

60¢per pound/per shipment (\$120 Minimum) discount pricing

After January 7: add \$20 / 10¢ per pound over 201#

Shipment #1	Est Weight:	60¢ per pound/200# Min
Shipment #2	Est Weight:	60¢ per pound/200# Min
Shipment #3	Est Weight:	60¢ per pound/200#Min

ADDITIONAL FEES / SURCHARGES

WE HATE EXTRA FEES JUST AS MUCH AS YOU DO! PLEASE PAY ATTENTION TO YOUR DETAILS AND DEADLINES

No Order Form on file when Shipment Arrives at Advance Warehouse	\$175 (200# minimum; +85¢ per pound over 200#)
No Payment on file when Shipment Arrives at Advance Warehouse	\$175 (200 # minimum; +85¢ per pound over 200#)
OFF Target Arrival: Shipment Arrives at Advance Warehouse Late	min \$200 + Actual HOTSHOT CHARGES (subject to availability)
Special Handling: Tip/Drop Indicator, PalletJack, Forklift, onsite pay,	varies \$50 minimum
CONTACT K&J FOR SHOWSITE RATES AND DETAILS	

Additional fees and
surcharges are
uncommon, but if they
apply, they will be
charged once we receive
your shipment(s)

Warning: The Showsite is not contracted to receive or store freight.

There is a 200# minimum charge for each shipment received. We understand that your calculation is only an estimate. Final charges will be based on actual weights. We reserve the right to re-weigh shipments. Adjustments will be made accordingly. Shipments received without this form and payment on file will be charged special handling. Special delivery and special handling fees are in addition to advance and/or direct material handling fees.

Customer is responsible for all actual shipping charges and carrier fees.

Standard Pricing (List +25%) Applies for Orders Forms Submitted or paid January 7 or later

Payment Due at Time of Order. We Do Not Invoice.

TOTAL DUE

\$

**ALL Shipments Must Arrive On or Before:
FRIDAY, JANUARY 8 (drop dead date)**

K&J receives all shipments: crates/skids/envelopes/totes/ boxes
NSAA and Exhibitor Name Must be Marked on All Pieces
Collect Shipments Will not be accepted
Extra Fees apply for Off-Target Delivery/ arriving January 9 or later

ADVANCE WAREHOUSE SHIP-TO ADDRESS

TO: EXHIBIT MATERIALS: NSAA + "Company"

c/o J.T.C for K&J Convention Services

1316 Bozeman Avenue
Helena, MT 59601

Phone#
406-410-1843

K&J Convention Services, LLC

E: mtshows@kjconventions.com | P:406.442.3238 | F:406.458.3265

ADVANCE WAREHOUSE SHIPPING LABELS

ADVANCE SHIPMENT



**K & J
CONVENTION
SERVICES, LLC**

ADVANCE WAREHOUSE

FOR: _____
(Exhibiting Company Name- Required)

#: ____ of ____ Pieces **BOOTH#NOT REQUIRED**

SHOW: NSAA

K&J Convention Services
c/o J.T.C. for K&J (406-410-1843)
1316 Bozeman Avenue
Helena, MT 59601

***MUST ARRIVE BY:
FRIDAY January 8
(or earlier)***

ADVANCE SHIPMENT



**K & J
CONVENTION
SERVICES, LLC**

ADVANCE WAREHOUSE

FOR: _____
(Exhibiting Company Name-Required)

#: ____ of ____ Pieces **BOOTH#NOT REQUIRED**

SHOW: NSAA

K&J Convention Services
c/o J.T.C. for K&J (406-410-1843)
1316 Bozeman Avenue
Helena, MT 59601

***MUST ARRIVE BY:
FRIDAY January 8
(or earlier)***

ADVANCE SHIPMENT



**K & J
CONVENTION
SERVICES, LLC**

ADVANCE WAREHOUSE

FOR: _____
(Exhibiting Company Name- REQUIRED)

#: ____ of ____ Pieces **BOOTH#NOT REQUIRED**

SHOW: NSAA

K&J Convention Services
c/o J.T.C. for K&J (406-410-1843)
1316 Bozeman Avenue
Helena, MT 59601

***MUST ARRIVE BY:
FRIDAY January 8
(or earlier)***

ADVANCE SHIPMENT



**K & J
CONVENTION
SERVICES, LLC**

ADVANCE WAREHOUSE

FOR: _____
(Exhibiting Company Name- REQUIRED)

#: ____ of ____ Pieces **BOOTH#NOT REQUIRED**

SHOW: NSAA

K&J Convention Services
c/o J.T.C. for K&J (406-410-1843)
1316 Bozeman Avenue
Helena, MT 59601

***MUST ARRIVE BY:
FRIDAY January 8
(or earlier)***

Full payment is due at time of order. We accept payment by check or credit card.

Sorry, we do not invoice; but we do send receipts after processing.

We do not process orders or reserve/hold equipment without payment.

Orders received without payment will not be processed. Security Regulations and K&J policy prohibits us from contacting you for card information. Discount pricing does not apply if an order is received without payment.

CANCELLATION / REFUND POLICY:

This policy will apply to **all rental orders** & exhibitor services order cancellations.

This policy applies to cancellations due to postponement by the show Producer, Venue or a Government Entity.

This policy applies to cancellation or "no-show" due to weather, illness, suspected or actual illness or quarantine.

If an exhibitor cannot attend, sending a substitute representative is advised.

DISCOUNT DEADLINE: January 6, 2027

CANCELLATION & REFUND POLICY

- No refund or exchange credit for **cancellation (for any reason)** on or after January 7
- No refund or exchange credit if you **change your mind** about your order January 7 (or later)
- No refund of exchange credit if you **end up not using** an item you ordered.
All items/services ordered are delivered to your booth prior to your arrival at the show.
- No refund for Materials Handling if your freight arrives-- but you **cancel** your attendance (no show) ;
- No refund if your freight arrives **off target** and doesn't make it to the show.
- Applicable refunds must be requested in writing, and will be processed after the conference, less applicable fees.

By submitting an order to K&J for booth furnishings, services or equipment, customer agrees to the payment, refund and credit terms herein.

Do not submit a blank credit card authorization.

K&J will not call you for payment information.

Payment Due at time of order.

If you wish to submit this order via docusign or Adobe Sign, our email is mtshows@kjconventions.com DO NOT password protect or use other submission services -- standard pricing (no discounts) applies to orders that are submitted without payment or that require additional/other/specialized handling.



COMPANY NAME: _____

**EXHIBIT FURNISHINGS
ORDER FORM****2027 NSAA Western Winter
Conference & Trade Show****Discount Deadline:
January 6, 2027**Add 25% to list pricing for orders received
or paid January 7 or later.

Each Space includes : One 8'H x 8'W black backdrape | One 6' skirted table (black) + 2 chairs
Booth ID Sign | Wastebasket | (Basic electrical must be ordered directly from NSAA at time of registration)

QTY	TABLES & COUNTER RENTAL				Price Each	TOTAL Due
	UPGRADE TABLE LENGTH	Upgrades	4' LONG	(8' tables not available at this show)	\$20.00	
	UPGRADE Table to 42"H COUNTER	Skirt Color: Black	4' LONG	6' LONG	ROUND BISTRO	\$25.00
	ADD Standard Table: 32"H	Choice of Skirt Color	4' LONG	6' LONG		\$47.00
	ADD 42"H COUNTER	Choice of Skirt Color	4' LONG		ROUND BISTRO	\$52.00
	Skirt Color	☐ Black ☐ Blue ☐ Red	☐ Silver	☐ HunterGrn	☐ Gold/Yellow	Black Skirts are Default
	K&J Does Not Rent Skirts or Covering for Personal Tables Brought Into the Show/or NON-KJ Tables					
	Plain Table 30"H	NO SKIRT	4' LONG	6' LONG	(8' tables not available at this show)	\$30.00
	Plain COUNTER 42"H	NO SKIRT	4' LONG	6' LONG		\$35.00
	Tall ROUND BISTRO Table 42"H x 32R w/Black Spandex				\$52.00	
QTY	CHAIR RENTAL 2 standard chairs are included in your booth, additional chairs onsite are self-serve					
	Tall Chair - Padded Back and Seat (Counter Height)		Additional standard chairs are self-serve at the show		\$25.00	
	Padded Arm Chair (Table Height)				\$25.00	

QTY	RACKS & SPECIAL FURNISHINGS RENTAL				Price Each	TOTAL Due
	2-Arm Bag & Garment Rack	Straight Arm	Waterfall Arm		\$35.00	
	A-FrameCoat Rack {5' WIDE}				\$35.00	
	Freestanding Literature Rack - 6 Pocket				\$45.00	
	Easel: 3-Tier/Tripod Style (Aluminum)				\$10.00	
	TableTop Riser (10" x10" sits on top of KJ table)	4'L	6'L	8'L	\$20.00	
	FLA TSCREEN "SMART TV"	32" \$200	40" \$225	49" \$325		
	Display Options (min order 2 pc)	ProPanel	Gridwall: 6'H	Gridwall: 8'H	\$45.00pc	
	Floor or TableTop Display Unit See website for pricing and model#					

ELECTRICITY & UTILITIES

Internet Access is not supplied by K&J. Contact resort r NSAA directly if you need wired internet or bring your own hotspot if you need secure access point. The Show is located at a resort and shared wifi can experience intermittent service and bandwidth restrictions.

Power Accessories	Extension Cord \$10ea	Power Strip (not a surge protector) \$10ea	
110v Electrical	+600Watt/5Amp \$20.00	+1200W/10amp \$25.00	+1800W/15amp \$30.00
			+3000W/25amp \$50.00
UPGRADES			
BASIC POWER (500w) MUST BE ORDERED DIRECT FROM NSAA @ Registration			

EXHIBITOR SERVICES

Materials Handling -- attach form	Attach Forms
Standard Pricing (List +25%) Applies for Order Forms Received or Paid January 7 or Later	+ K&J Automatically ADDS 25% to all orders received January 7 or later

K&J Convention Services, LLC

PO Box 5234 | Helena, MT 59604

Phone 406-442-3238

Email: mtshows@kjconventions.com

TOTAL DUE

Payment due at time of order - we do not invoice. Our email is secure end-to-end. To qualify for discount pricing, orders and payment must be received together. K&J policy prohibits us from contacting you for payment information if payment does not arrive with your order. Please email us for secure payment URL if you need a (more) secure portal option (adds 3.75% convenience fee).

SERVICE TERMS and CONDITIONS

These Service Terms and Conditions limit your possible recovery in case of loss or damage. Service Terms/Conditions cannot be changed or amended.

EXHIBITOR'S acknowledgement and acceptance of these service terms and conditions will be construed when any one (1) of the following conditions is met:

- EXHIBITOR'S MATERIALS ARE DELIVERED TO AN ADVANCE WAREHOUSE OR TO THE SHOWSITE IN WHICH K&J IS THE OFFICIAL SHOW EXHIBIT SERVICES, FREIGHT, ELECTRICAL, or LABOR CONTRACTOR; OR
- AN ORDER FOR LABOR AND/OR RENTAL EQUIPMENT IS PLACED BY EXHIBITOR FOR THIS SHOW

1. **DEFINITIONS.** For purposes of these Terms & Conditions, "K&J" means K&J Convention Services, and K&J Convention Decorators and their respective employees, managers, members, agents, assigns, affiliated companies, and related entities including, but not limited to, any subcontractors K&J may appoint. The term "EXHIBITOR" means the Exhibitor, its employees, agents, representatives, and any Exhibitor Appointed Contractors ("EAC").
2. **PACKAGING AND CRATES.** K&J shall not be responsible for damage to loose or uncrated materials, pad-wrapped or shrink-wrapped materials, glass breakage, concealed damage, carpets in bags or poly, or improperly packed materials. In addition, K&J shall not be responsible for crates and packaging which are unsuitable for handling, in poor condition, or have prior damage. Crates and packaging should be of a design to adequately protect contents for handling by fork-lift and similar means.
3. **EMPTY CONTAINERS.** Empty container labels will be available at the show site service desk. Affixing labels to the containers is the sole responsibility of EXHIBITOR or its representative. All previous labels must be removed or obliterated. K&J assumes no responsibility for:
 - Error in the above procedures
 - Removal of containers with old empty labels and without K&J labels
 - Improper information on empty labels

K&J WILL NOT BE LIABLE FOR LOSS OR DAMAGE TO CRATES AND CONTAINERS OR THEIR CONTENTS WHILE SAME ARE IN EMPTY CONTAINER STORAGE.

4. **INBOUND SHIPMENT(S).** 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 its representative, and during such time the materials will be left unattended. K&J WILL NOT BE RESPONSIBLE OR LIABLE FOR ANY LOSS, DAMAGE, THEFT, OR DISAPPEARANCE OF EXHIBITOR'S MATERIALS AFTER SAME HAVE BEEN DELIVERED TO EXHIBITOR'S BOOTH AT SHOW SITE. K&J highly recommends the securing of security services from Facility or Show Management.
5. **OUTBOUND SHIPMENT(S).** Consistent with trade show industry practices, there may be a lapse of time between the completion of packing and the actual pick-up of materials from the booths for loading onto a carrier and during such time the materials will be left unattended. K&J WILL NOT BE RESPONSIBLE OR LIABLE FOR ANY LOSS, DAMAGE, THEFT, OR DISAPPEARANCE OF EXHIBITOR'S MATERIALS BEFORE SAME HAVE BEEN PICKED UP FOR RELOADING AT THE CONCLUSION OF THE EVENT. K&J highly recommends the securing of security services from Facility or Show Management. All Material Handling Agreements submitted to K&J by EXHIBITOR will be checked at the time of pickup from the booth and corrections will be made where discrepancies exist between the quantities of items on any form submitted to K&J and the actual count of such items in the booth at the time of pickup.
6. **DELIVERY TO THE CARRIER FOR RELOADING.** K&J assumes no responsibility for loss, damage, theft, or disappearance of EXHIBITOR'S materials after same have been delivered to EXHIBITOR'S appointed carrier, shipper, or agent for transportation after the conclusion of the show. K&J loads the materials onto the carrier under directions from the carrier or driver of that carrier. Any loading onto the carrier will be understood to be under the exclusive supervision and control of the carrier or driver of that carrier. K&J assumes no responsibility for loss, damage, theft or disappearance of EXHIBITOR'S materials that arises out of improperly loaded materials.
7. **DESIGNATED CARRIERS.** In order to expedite removal of materials from show site as required by Show Management and/or the facility, K&J shall have the authority to change the EXHIBITOR designated carrier if that carrier does not pick up the shipment(s) at the appointed time. Where no disposition is made by EXHIBITOR, materials may be taken to a warehouse to await EXHIBITOR'S shipping instructions and EXHIBITOR agrees to be responsible for charges relating to such rerouting and handling. In no event shall K&J be responsible for any loss resulting from such rerouting designation.
8. **K&J'S RESPONSIBILITIES.** K&J shall be responsible only for those services which it directly provides. K&J assumes no responsibility for any persons, parties, or other contracting firms not under K&J's direct supervision and control. K&J's performance hereunder is subject to, and K&J shall not be responsible for loss, delay, or damage due to, strike, lockouts, work stoppages, natural elements, vandalism, Act of God, civil disturbances, power failures, explosions, acts of terrorism or war, or for any other cause beyond K&J's reasonable control, nor for ordinary wear and tear in the handling of materials.
9. **INSURANCE.** It is understood that K&J is not an insurer. Insurance on exhibit materials, if any, shall be obtained by EXHIBITOR in amounts and for perils determined by EXHIBITOR. EXHIBITOR agrees to provide K&J with a release of subrogation to the extent of any insurance settlement received.
10. **DECLARED VALUE.** Declarations of Declared Value are between the EXHIBITOR and the selected Carrier ONLY, and are in no way an extension of K&J's maximum liability stated herein. K&J will use commercially reasonable efforts to transmit the Declared Value instructions to the selected Carrier; however, K&J WILL NOT BE LIABLE FOR ANY CLAIM ARISING FROM THE TRANSMITTAL OF, OR FAILURE TO TRANSMIT, DECLARED VALUE INSTRUCTIONS TO THE CARRIER NOR FOR FAILURE OF THE CARRIER TO UPHOLD THE DECLARED VALUE OR ANY OTHER TERM OF CARRIAGE.

11. **CLAIM(S) FOR LOSS.** EXHIBITOR agrees that any and all claims for loss or damage must be submitted to K&J immediately at the show site, and in any case not later than thirty (30) business days after the conclusion of the show. (For purposes of claim reporting, the "conclusion" of the show shall be construed as the time when EXHIBITOR'S materials are delivered to the carrier for transportation from the show site or from K&J's warehouse). All claims reported after thirty (30) days will be rejected. In no event shall a suit or action be brought against K&J more than one (1) year after the date of loss or damage occurred.

(a) **PAYMENT FOR SERVICES MAY NOT BE WITHHELD.** In the event of any dispute between the EXHIBITOR and K&J relative to any loss, damage, or claim, EXHIBITOR shall not be entitled to and shall not withhold payment, or any partial payment, due K&J for its services as an offset against the amount of any alleged loss or damage. Any claims against K&J shall be considered a separate transaction and shall be resolved on their own merits.

(b) **MAXIMUM RECOVERY.** If found liable for any loss, K&J's sole and exclusive MAXIMUM liability for loss or damage to EXHIBITOR'S materials and EXHIBITOR'S sole and exclusive remedy is limited to \$.50 (USD) per pound per article with a maximum liability of \$100.00 (USD) per item, or \$1,500.00 (USD) per shipment whichever is less.

(c) **BREACH OF CONTRACT AND/OR NEGLIGENCE ONLY.** K&J's liability shall be limited to any loss or damage which results solely from K&J's NEGLIGENCE in the actual physical handling of the items comprising EXHIBITOR'S shipment(s) OR which results from BREACH OF THIS CONTRACT and not for any other type of loss or damage. In no event shall K&J be liable to the EXHIBITOR or to any other party for special, collateral, exemplary, indirect, incidental, or consequential damages, whether such damages occur either prior or subsequent to, or are alleged as a result of, tortious conduct, failure of the equipment or services of K&J or breach of any of the provisions of this Contract, regardless of the form of action, whether in contract or in tort, including strict liability and negligence, even if K&J has been advised or has notice of the possibility of such damages, or for any damages caused by EXHIBITOR'S failure to perform EXHIBITOR'S responsibilities. Such excluded damages include but are not limited to loss of profits, loss of use, interruption of business or other consequential or indirect economic losses.

12. **JURISDICTION / ARBITRATION.** THIS CONTRACT SHALL BE CONSTRUED UNDER THE LAWS OF THE STATE OF MONTANA WITHOUT GIVING EFFECT TO ITS CONFLICT OF LAWS RULES. EXCLUSIVE VENUE FOR ALL DISPUTES ARISING OUT OF OR RELATING TO THIS CONTRACT SHALL RESIDE IN A COURT OF COMPETENT JURISDICTION IN LEWIS & CLARK COUNTY, MONTANA. Notwithstanding anything herein to the contrary, any controversy or claim arising out of or relating to this Contract, or the breach thereof, shall be settled by arbitration administered by the American Arbitration Association in accordance with its Commercial Arbitration Rules and judgment on the award rendered by the arbitrator(s) may be entered by any court having jurisdiction thereof.

13. **INDEMNIFICATION.** EXHIBITOR agrees to indemnify and forever hold harmless K&J and its employees, members, managers, directors, officers, and agents from and against any and all demands, claims, causes of action, fines, penalties, damages (including consequential), liabilities, judgments, and expenses (including but not limited to reasonable attorneys' fees and investigation costs) on account of personal injury, death, or damage to or loss of property or profits arising out or contributed to by any of the following:

- EXHIBITOR'S negligent supervision of any labor secured through K&J, or the negligent supervision of such labor by any of EXHIBITOR'S employees, agents, representatives, customers, invitees and/or any Exhibitor Appointed Contractors (EAC);
- EXHIBITOR'S negligence, willful misconduct, or deliberate act, or the negligence, willful misconduct, or deliberate act of EXHIBITOR'S employees, agents, representatives, customers, invitees and/or any Exhibitor Appointed Contractors (EAC) at the show to which this Contract relates, including but not limited to the misuse, improper use, unauthorized alteration, or negligent handling of K&J's equipment;
- EXHIBITOR'S violation of Federal, State, County or Local ordinances;
- EXHIBITOR'S violation of Show Regulations and/or Rules as published and set forth by Facility and/or Show Management.

14. **WAIVER & RELEASE.** EXHIBITOR, as a material part of the consideration to K&J for material handling services, waives and releases all claims against K&J with respect to all matters for which K&J has disclaimed liability pursuant to the provisions of this Document.

15. **SEVERABILITY.** If any provision of this Contract proves to be illegal, invalid, or unenforceable, the remainder of this Contract will not be affected by such finding, and in lieu of each provision of this Contract that is proven to be illegal, invalid, or unenforceable, a provision will be added as part of this Contract as similar in terms to such illegal, invalid, or unenforceable provision as may be possible and be legal, valid, and enforceable.