



RIGGING & LIGHTING SERVICES

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EXHIBITS



**projection**

**Projection is the official preferred in-house rigging and lighting equipment service partner. Projection will be on-site from set up through dismantle. Rates published are for the entire duration of the event. Advance Rate applies to orders received 15 days before the move-in date. All rigging and lighting labor is exclusive to IATSE Local 19.**

**CUSTOM RIGGING SOLUTIONS  
ALL PRICING IS FOR THE DURATION OF THE SHOW**

QUANTITY    ADVANCE RATE    STANDARD RATE    TOTAL

**Truss**

A truss is an aluminum structure used to create a lower "ceiling" to hang lighting or other suspended items. It is available in 5' or 10' sections which can be attached to create desired lengths or height.

Truss 5' Section – 12"x12" Box		\$100	\$120	
Truss 8' Section – 12"x12" Box		\$120	\$145	
Truss 10' Section – 12"x12" Box		\$130	\$155	

**Corner Block**

A corner block is an aluminum piece that attaches to truss to create a right angle.

Corner Block – 12"x12" Box		\$90	\$110	
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**Base Plate - 24"x24"**

A base plate is used as a stand for ground supported truss.

Base Plate - 24"x24"		\$150	\$180	
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**Motor**

A motor is a motorized pulley that is rigged to the ceiling and attached to truss to achieve a desired height. Motors are also used to safely suspend heavier items that cannot be supported by cables alone. Motors are available in ½ ton, and 1 ton capacities.

Motor		\$190	\$225	
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**Motor Controller**

Controller to manage multiple motors - up to 8.

Motor Controller		\$400	\$480	
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**Motor Paddle w/ Cables**

Motor Paddle w/ Cables		\$150	\$180	
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**Cheeseboro**

A cheeseboro is a clamp used to attach two pieces of truss or pipe together.

Cheeseboro		\$10	\$12	
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**Schedule 40 Pipe - 10'**

Pipe is available in 2', 5', 10', 12' lengths.

Schedule 40 Pipe - 10'		\$50	\$60	
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**Deck Chain - 4'**

Deck Chain - 4'		\$30	\$35	
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**Rigging Bar - For use in Hall A-D**

Rigging Bar - For use in Hall A-D		\$100	\$120	
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**Eye Hook**

Eye Hook		\$10	\$12	
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**Small Rigging Accessory Kit**

A rigging accessory package of (10) 5/8" shackles & (10) 6' Steelflex Roundslings.

Small Rigging Accessory Kit		\$250	\$250	
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**Medium Rigging Accessory Kit**

A rigging accessory package of (30) 5/8" shackles & (30) 6' Steelflex Roundslings.

Medium Rigging Accessory Kit		\$500	\$600	
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**Large Rigging Accessory Kit**

A rigging accessory package of (60) 5/8" shackles & (60) 6' Steelflex Roundslings.

Large Rigging Accessory Kit		\$1000	\$1200	
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**Lift**

A scissor lift is necessary for overhead rigging and making attachments to the ceiling.

32' Scissor Lift		\$1750	\$1750	
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# Rigging Services



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<b>LIGHTING FIXTURES</b> A variety of lighting options are available to brighten exhibit space. While lights cannot be attached directly to our ceiling, lighting can be suspended above exhibit space by utilizing truss and motors. Electrical Service is not included and must be ordered separately.	QUANTITY	ADVANCE RATE	STANDARD RATE	TOTAL
<b>Conventional Source 4 Par (575 watt, 750 watt)</b> This fixture is best used to create a wash effect or cover a larger area with light. It is available in 575 watt or 750 watt. Lenses are available in Very Narrow (VNSP), Narrow (NSP), Medium (MFL), Wide (WFL).  * (1) 20amp circuit is needed for every (2) Conventional Par		\$90	\$110	
<b>Conventional Source 4 Leko (575, 750 watt)</b> This fixture is best used to create a spot light or to highlight specific spaces or objects. It is available in 575 watt or 750 watt. Lenses come in 19, 26, 36, 50 degrees to achieve the desired illumination from the light.  * (1) 20amp circuit is needed for every (2) Conventional Leko		\$90	\$110	
<b>LED Par</b> The LED Par offer RGBW color changing options to create a wash effect.  * (1) 20amp circuit is needed for every (6) LED Par		\$200	\$240	
<b>LED Source 4 Leko</b> This fixture is best used to create a spot light or to highlight specific spaces or objects.  * (1) 20amp circuit is needed for every (6) LED Par		\$200	\$240	
<b>DIMMER RACKS AND LIGHTING CONTROL</b> These items are optional with individual fixtures or small lighting kits, but mandatory with larger lighting kits. The dimmer rack is a large "outlet" that all lights plug into to create a central control location. A dimmer rack, depending upon size, can be placed in a booth or attached to the truss and kept in the air. The lighting console/control plugs into the dimmer rack to dim or control individual lights, groups of lights, or all lights at once. Electrical service is not included and must be ordered separately.	QUANTITY	ADVANCE RATE	STANDARD RATE	TOTAL
<b>Dimmer Pack - 6ch</b>		\$150	\$180	
<b>Dimmer Rack - 12ch</b>		\$350	\$420	
<b>Dimmer Rack - 24ch</b>		\$500	\$600	
<b>Lighting Controller - 12ch</b>		\$150	\$180	
<b>ETC HedgeHog 4 Lighting Console</b>		\$1250	\$1500	
<b>ETC RoadHog 4 Lighting Console</b>		\$1500	\$1800	



For Rigging & Lighting Labor Estimates:  
 Email: [michael.mixer84@gmail.com](mailto:michael.mixer84@gmail.com)  
 Phone: 443-413-4114

*All Rigging and Lighting Labor is exclusive to IATSE Local 19*



Email: [bccadmin@projection.com](mailto:bccadmin@projection.com)  
 Phone: 410-649-7314  
 Fax: 410-649-7061

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## Totals

<b>1) Equipment Rental Sub Total:</b> from page 1	\$
<b>2) Maryland State Sales Tax:</b> 6.00%	\$
<i>All Rigging and Lighting Labor is exclusive to IATSE Local 19 Please call Michael Mixter, Union Steward for pricing &amp; confirmation. 443-413-4114   michael.mixter84@gmail.com</i>	
<b>3) Order Total:</b>	\$

## Order Instructions

## Customer / Exhibitor Information

<b>Company Name:</b>	<b>Ordered By:</b>
<b>Show / Event Name:</b>	<b>Phone:</b>
<b>Delivery Date:</b>	<b>Email:</b>
<b>Delivery Time:</b>	<b>On-Site Contact Name:</b>
<small>* Projection will confirm equipment delivery and pickup dates and time by phone / email.</small>	<b>On-Site Contact Cell Phone:</b>

*Please share any relevant diagrams showing placement, orientation, and elevation of your request.*

## Payment Information

<b>Company Name:</b>	<b>Billing Address:</b>		
<b>Name on Credit Card:</b>	<b>City:</b>	<b>State:</b>	<b>ZIP:</b>
<b>Card Type:</b> <input type="checkbox"/> VISA <input type="checkbox"/> MASTERCARD <input type="checkbox"/> AMEX	<b>Card Number:</b>		
<b>Authorized Signature:</b>	<b>Card Expiration:</b> MM / YY	<b>Security Code:</b>	

## Remit Payment To

Projection  
Baltimore Convention Center  
One West Pratt Street  
Baltimore, MD 21201  
[www.projection.com](http://www.projection.com)

Complete this form  
and return for order confirmation  
By Email: [bccadmin@projection.com](mailto:bccadmin@projection.com)  
By Phone: 410-649-7314  
By Fax: 410-649-7061  
please call for a custom price quote

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## Rental Agreement

All equipment rentals are based on event rates and apply to event days only. Equipment rental prices do not include labor, delivery, electrical services, or removal of equipment from your booth. It is understood and agreed that EXHIBITOR is renting PROJECTION equipment for a specified period of time and is responsible for its safe return. EXHIBITOR hereby agrees to use all rental equipment with reasonable care to prevent excessive wear and tear and / or damage to said property. All rental equipment must be returned to PROJECTION in the same condition as it was in at the time of delivery to EXHIBITOR, reasonable wear and tear excluded. EXHIBITOR will immediately notify PROJECTION of any damage to the rental equipment, and EXHIBITOR hereby agrees to be billed for any damage to, or loss of, rental equipment damaged while in EXHIBITOR's care, custody and / or control. In no event shall EXHIBITOR permit any equipment to be used and/or possessed by other exhibiting parties other than the named EXHIBITOR without prior consent of PROJECTION in each instance.

## Cancellation

Cancellation of equipment rental and services must be received 72 hours prior to delivery date to avoid a minimum one-day charge on equipment. If equipment and services have already been provided at the time of cancellation, a handling charge and a minimum one-day charge on equipment will apply.

**PLEASE NOTE:**

**ALL PAYMENT, INCLUDING APPLICABLE TAX, IS DUE AT THE TIME SERVICES ARE ORDERED. PURCHASE ORDERS ARE NOT CONSIDERED PAYMENT.**

## Payment Terms

Full payment, including any applicable tax, is due at the time services are ordered. All payments must be in U.S. dollars. Orders received without advance payment or after the deadline date will incur additional charges as indicated on the order form. All materials and equipment are on a rental basis for the duration of the event and remain the property of PROJECTION except where specifically identified as a sale. It is the EXHIBITOR'S responsibility to advise our Exhibit Service Personnel of any problem with any order, and to check invoices for accuracy prior to the close of the exhibit. If you are exempt from payment of sales tax, PROJECTION requires you to forward an exemption certificate for the state in which the services are to be used. Resale certificate are not valid unless EXHIBITOR is rebilling these charges to its customers. For International exhibitors, PROJECTION requires 100% prepayment of advance orders, and any orders or services placed at show site must be paid at the show.

These payment terms and conditions shall be governed by and construed in accordance with the LAWS OF THE STATE OF VA. In the event of any dispute between the EXHIBITOR and PROJECTION relative to any loss, damage, or claim, such EXHIBITOR shall not be entitled to and shall not withhold payment, or any partial payment, due to PROJECTION for its services, as an offset against the amount of any alleged loss or damage. Any claims against PROJECTION shall be considered a separate transaction, and shall be resolved on its own merits. PROJECTION reserves the right to charge EXHIBITOR for the difference between the EXHIBITOR'S estimate of charges and the actual charges incurred by EXHIBITOR, or for any charges that PROJECTION may be obligated to pay on behalf of EXHIBITOR, including without limitation, any shipping charges.

## Unpaid Balances

Should there be any pre-approved unpaid balance after the close of the event, terms will be net, due and payable in Springfield, VA upon receipt of invoice. Effective 30 days after invoice date, any unpaid balance will bear a FINANCE CHARGE at the lesser of the maximum rate allowed by applicable law, or 1.5% per month, which is an ANNUAL PERCENTAGE RATE of 18%, and future orders will be on a prepayment basis only. If any finance charge hereunder exceeds the maximum rate allowed by applicable law, the finance charge shall automatically be reduced to the maximum rate allowed, and any excess finance charge received by PROJECTION shall be either applied to reduce the principal unpaid balance or refunded to the payer.

## Agreement

**I HAVE READ THE FOLLOWING TERMS AND CONDITIONS**

<b>Authorized Signature:</b>	<b>Date:</b>
<b>Company Name:</b>	<b>Booth #:</b>