



This Service & Information Manual contains material which is vital to the successful planning, marketing and management of your display in the 2020 Northeast International Auto Show. Failure to read this manual and respond promptly in ordering services could result in higher rates.

Questions concerning any aspect of this year's show should be directed to MotorTrend Auto Shows. While the Association owns the show, all show management and production services are the responsibility of MotorTrend Auto Shows.

Motor Trend Group Deco Services is this year's official show contractor. **MTGDS is the exclusive provider of all freight handling, installation & dismantle labor, carpet, and equipment rentals.** They also provide furniture rentals. All exhibitors must coordinate their work schedules and labor requirements with Motor Trend Group Deco Services and comply with any guidelines and insurance requirements.

Please note that insurance policies must provide coverage for all dates from move-in through move-out (January 20 – 27, 2020). All policies must include the required additional insured information as listed in the Important Rules and Requirements section of this manual. Policies that are not completed correctly will be returned. All independent exhibit set-up contractors must submit a correct and complete policy at least thirty (30) days prior to the first move-in day of the show or they will not be permitted to work in the Rhode Island Convention Center.

The most up-to-date exhibitor information, including CAD floor plans (DWG & PDF formats), can be downloaded from the internet at www.ProvidenceAutoShow.com/exhibitors.

It is important that you review this manual with those persons or agents responsible for your participation in the show. MotorTrend Auto Shows thanks you for your cooperation and we wish you a most successful 2020 Northeast International Auto Show!

Show Management
MotorTrend Auto Shows

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Exhibitor Action Item Checklist **2020 Northeast International Auto Show**

Action Items	Due Date	Completed
Mailed liability insurance policy to MTAS	December 20	<input type="checkbox"/>
Mailed electrical blueprints to MTAS & the RI Convention Center	December 20	<input type="checkbox"/>
Contacted Motor Trend Deco for decorator needs	December 20	<input type="checkbox"/>
Ordered vehicle cleaning & porter service	December 20	<input type="checkbox"/>
Ordered internet service	December 20	<input type="checkbox"/>
Ordered electrical service	December 20	<input type="checkbox"/>
Ordered discount admission tickets	January 3, 2020	<input type="checkbox"/>

Directory of Contractors & Facilities

SHOW FACILITY/VENUE

Rhode Island Convention Center
One Sabin Street
Providence, RI 02903-1814
Phone: (401) 458-6000

On-line Service Orders:

<http://www.riconvention.com/exhibitors/online-exhibitor-services>

SHOW MANAGEMENT

Northeast International Auto Show
831 S. Douglas Street
El Segundo, CA 90245

Pre-Show Contact:

Trevor Trumbo, Director, Automotive Events
Phone: (714) 732-8788
E-Mail: trevor_trumbo@motortrend.com

On-site Contact:

Trevor Trumbo, Director, Automotive Events
Phone: (714) 732-8788
E-Mail: trevor_trumbo@motortrend.com

INSTALLATION/DISMANTLE LABOR, MATERIAL HANDLING, FURNITURE RENTALS, SIGNS & SHIPPING SERVICES

Mike Lancaster
Motor Trend Group
831 S. Douglas St.
El Segundo, CA 90245
Email: gsc-ne@motortrend.com

ELECTRICAL & TELECOM SERVICES

Rhode Island Convention Center
Exhibitor Services
One Sabin Street
Providence, RI 02903-1814
Phone: (401) 458-6100

HEADQUARTERS HOTEL

Omni Providence Hotel
One Exchange Street
Providence, RI 02903
Phone: (401) 598-8000

PUBLICITY

Spin Communications
18 E. Blithedale Ave., Suite 26
Mill Valley, CA 94941
Phone: (415) 380-8390
E-Mail: deedee@spinpr.com

FOOD CONCESSIONAIRE

SAVOR
Rhode Island Convention Center
One Sabin Street
Providence, RI 02903-1814
Phone: (401) 458-6000

VEHICLE DETAILING

Cosmetic Car Care
12 Mauchly, Bldg F
Irvine, CA 92618
Phone: (949) 453-1200
Fax: (949) 453-1207

Show Fleet by Professional Detailers
601 North Batavia
Orange, CA 92668
Phone: (949) 460-0314
Fax: (949) 460-0339

General Show Information

Show Dates & Hours

Friday, January 24 through Sunday, January 26, 2020

Friday Noon – 10 p.m.
Saturday 10 a.m. – 10 p.m.
Sunday..... 10 a.m. – 6 p.m.

Show Facility/Venue

Rhode Island Convention Center (RICC)

One Sabin Street
Providence, RI 02903-1814
(401) 458-6000

Headquarters Hotel

Omni Providence Hotel

One Exchange Street
Providence, RI 02903
(401) 598-8000

Show Office Hours

The Auto Show Office is located on the Mezzanine Level (Level 3) of the RICC in Suites C&D. Show Office hours are as follows:

Wednesday, January 22 8 a.m. – 5 p.m.
Thursday, January 23 8 a.m. – 5 p.m.
Friday, January 24..... 8 a.m. – 10 p.m.
Saturday, January 25..... 8 a.m. – 10 p.m.
Sunday, January 26 9 a.m. – 7 p.m.

Move-In & Set Up Information

Electric, Carpeting & Decorations

Tuesday, January 21 is reserved for installation of electric and carpeting.

Each exhibitor is responsible for drayage, labor and the rental of and payment for tables, chairs, desks, waste cans, and any other item used within their display. Cleaning of displays and vehicles is the responsibility of the exhibitor.

The Rhode Island Convention Center has implemented an on-line service order system. Follow the link <http://www.riconvention.com/exhibitors/online-exhibitor-services> to place orders for facility services such as electric, telephone or internet.

Motor Trend Group Deco is the show's official general contractor. They are the exclusive provider of all freight handling, installation & dismantle labor, carpet, and equipment rentals. Supervision may still be provided by exhibitor or EAC. They also provide furniture rentals. Contact them at gsc-ne@motortrend.com with any questions about these services.

Exhibitors must place orders for all ECD services online. For online exhibitor orders, please visit www.providenceautoshow.com/exhibitors.

*If you have previously ordered services from Motor Trend Group Deco - ECD (anytime last show season), you simply need to enter the same email and password used last year. You do not need to re-register. If you have forgotten your password, click "forgot password: and a temporary one will be sent to you. You will be prompted to change your password after logging in.

*If you have not registered with Motor Trend Group Deco - ECD before, follow the prompts after clicking "Click here to Register Now".

For logistical questions or for further assistance contact: Trevor Trumbo, Director – Automotive Events, MotorTrend Auto Shows; (714) 732-8788; trevor_trumbo@motortrend.com.

Freight & Factory Displays

Some freight unloading will begin Tuesday, January 21, 2020 at 2 p.m. (see below). All remaining freight operations will begin at 8 a.m. on Wednesday, January 22, 2020. Trucks will not be permitted to enter the dock area until their scheduled unloading time. **The display supervisor should be on site at the start of the freight target time in order to direct crate placement.** All freight and factory displays must be unloaded by 5 p.m. on Wednesday, January 22. No freight handling will take place on Thursday, January 23. Specific freight target times are listed below:

Freight Schedule – Tuesday, January 21

2 p.m. – 6 p.m.

Exhibitor

Kia	M-5	Honda	M-10
Nissan	M-6	Toyota	M-11
Ford	M-7	Mazda	L-4
Subaru	M-8	Volvo	L-6
Volkswagen	M-9	Audi	L-7

Freight Schedule – Wednesday, January 22

8 a.m. – 10 a.m.

Exhibitor

Chevrolet	M-1
Hyundai	M-2
GMC	M-3

Freight Schedule – Wednesday, January 22

10 a.m. – 12 p.m.

Exhibitor

Chrysler/Dodge/Jeep/Ram/FIAT	M-4
Buick	B-2
Lincoln	B-7
Cadillac	B-8, B-10

NOTE: Overtime penalties will apply to all exhibitors who do not check in during their targeted time slots.

Exhibit Set Up Schedule

Labor should be ordered for Wednesday, January 22 at the end of the targeted freight period (12 p.m.). All crates must be emptied by 8 a.m. on Thursday, so they can be removed by the general contractor before cars are allowed into spaces. All exhibit areas must be ready by 9 a.m. on Thursday, January 23 in order to receive and position show vehicles.

Vehicle Move-In

Vehicle move-in will take place on Thursday, January 23 beginning at 9 a.m. and continuing until 5 p.m. All show vehicles must enter the convention center on this day. All displays must be show ready by 6 p.m. on Thursday, January 23, 2020.

Thursday, January 23

9 a.m. – 1:00 pm

Exhibitor

B-13	Paul Masse Chevrolet Buick	B-2	Buick
B-11	Audrain Auto Museum	B-7	Lincoln
B-10	Cadillac		
B-8	Cadillac		

Move-In & Set Up Information (continued)

Vehicle Move-In (cont.)

Thursday, January 23

11:00 am – 2 p.m.

Exhibitor

L-2	OPEN
L-4	Mazda
L-6	Volvo
L-7	Audi
M-6	Nissan
M-7	Ford
M-1	Chevrolet
M-9	Volkswagen
M-10	Honda
M-11	Toyota

2 p.m. – 5 p.m.

Exhibitor

M-2	Hyundai
M-3	GMC
M-5	Kia
M-4	FCA Group
M-8	Subaru

NOTE: Vehicles to be displayed on a turntable or platform will be allowed to enter the building on Wednesday, January 22 provided the display is ready to accommodate vehicle(s). Please see Show Management if you wish to have an earlier vehicle move-in on.

Aisle Carpeting & Hall Cleaning

Motor Trend Group will begin installing the aisle carpeting at 6 p.m. on Thursday, January 23, 2020. Vacuuming will be done once aisle carpet is installed.

Building Access During Set Up

To provide complete security for exhibitors and their possessions, it is important that all exhibitors observe the following daily access hours. Your cooperation is appreciated.

- Tuesday, January 21 2 p.m. – 9 p.m.
- Wednesday, January 22 8 a.m. – 9 p.m.
- Thursday, January 23 8 a.m. – 6 p.m.

The building must be cleared of all personnel at 6 p.m. on Thursday, January 23 in order to facilitate aisle carpet installation.

Building Access During Show Days

Exhibitors who are working the show may report one (1) hour prior to public opening and must staff their area until closing.

Exhibit & Vehicle Move-Out

Move out will begin on Sunday, January 26 at 6 p.m. Show Management will begin removing aisle carpet at 6 p.m. in exhibit areas from which the public has been cleared. Exhibitors may re-attach battery cables starting at 6 p.m. but may not begin vehicle move-out until the announcement has been made to do so. **Please do not start engines until you hear the announcement.**

All vehicles must be removed from the convention center on Sunday evening, January 26 by 8 p.m.

Crates will be returned to each display area beginning at approx. 9 p.m.

Display dismantle & removal will begin at show close, 6 p.m. on Sunday night, January 26 . **Exhibits & display materials must be crated & ready for loading onto outbound carrier(s) by 1 a.m. on Monday, January 27.** All carriers must check in by 7 a.m. on Monday, January 27, 2020. **The show floor must be cleared of all exhibit & display materials by Noon on Monday, January 27.**

Literature Removal

Literature removal after the show is the responsibility of the individual exhibitor. We recommend that any remaining literature be placed in vehicle trunks and returned to the participating dealerships for use in their showroom(s). Removal of literature that is left behind will be invoiced to the exhibitor at prevailing rates.

Admission & Exhibitor Access

Admission Prices

Adults (13 and over) -----	\$12.00	Students (with ID) -----	\$8.00
Senior Citizens (62 and over) -----	\$9.00	Children (12 and under)-----	FREE

Discount Admission Tickets

Participating dealers and vehicle exhibitors will receive twenty-five (25) complimentary “good any day” tickets. If more tickets are required, **discount admission tickets may be purchased in packs of twenty-five (25) only**. These tickets represent a savings of \$4.00 off the regular adult admission price of \$12.00.

Tickets and/or discount coupons ARE NOT to be distributed at show site (in lobbies or parking garages). If discovered, tickets are subject to immediate confiscation.

NOTE: Please see the enclosed form to order your discount admission tickets and return the form to MotorTrend Auto Shows no later than January 3, 2020. **All ticket orders must be prepaid.**

Exhibitor Entrance Procedure

No passes, badges, or exhibitor identification are mailed in advance of the show.

Salespersons – A company nameplate will serve for entry each day. Salespersons/product specialists working the show that do not have a nameplate must check –in and obtain their own entrance credentials at the Exhibitor Registration Desk located in the Lower Rotunda Lobby (off Sabin Street). A business card and a photo driver’s license must be presented. **Employees, relatives, neighbors and friends of exhibitors are not be eligible for free admission to the auto show.**

All personnel working within your exhibit area should wear suitable business attire. **Exhibitors not dressed accordingly will not be admitted into the show.**

NOTE: **No one under the age of 16 years old will be permitted to enter with an exhibitor badge.** Due to insurance coverage rules, no children under the age of 16 are permitted in the Rhode Island Convention Center (RICC) during set up or tear down.

Vehicle Detailing Personnel

In order to retain our first-class show appearance and also remain within the guidelines set for us by our Association Committee, all clean-up personnel must dress appropriately to enter the show. An acceptable professional appearance would include the following: coveralls, company golf shirts or t-shirts, and clean blue jeans or slacks.

Vehicle cleaning and porter services must utilize full-time employees. If any supplemental labor is used, it falls under union jurisdiction and the facility has to provide the labor. Please contact RICC Event Services at (401) 458-6350 for details.

Important Rules & Requirements

Aisles for Emergency Purposes

The Fire Department requires that all exhibitors leave two feet (2') of space on any border of their exhibit that adjoins another display area. This will maintain a four-foot (4') emergency aisle running between each space. In addition, exhibitors must set back one foot (1') off of any public aisle.

Alcoholic Beverages & Food Items

Alcoholic beverages and/or food may not be brought into the RICC.

Fire Regulations

Exhibitors must comply with all federal, state, and local fire codes which apply to places of public assembly, in particular, Chapters 5, 8, and 31 of the Life Safety Code. All curtains, buntings, draping, etc., of any kind must be flameproof. Special care should be taken not to block or obstruct any fire hose or fire extinguisher cabinets, fire pull boxes, or entrances and exits within the RICC.

Vehicle Requirements

Under no circumstances may display vehicles be placed in front of any fire or public entrance and exit doors. Special attention should be given to keeping public doors free of obstruction by any show vehicles. The same holds true for the construction of displays, staging, walls, turntables, signs, etc.

Battery Cable - All show vehicles must have one battery cable disconnected and taped using UL approved plastic electrical tape.

Gas Tank Level - Each vehicle's fuel tank level must not be more than 1/4 full. All vehicles will be checked as they enter the convention center to make sure that the gas level requirement is correct. If the gas level exceeds 1/4 tank the vehicle will not be permitted to enter the building.

Gas Cap Requirements - If the gas cap door can be opened from outside your vehicle, the vehicle must have a locking gas cap. If the gas cap door must be unlocked from inside your car, then a locking gas cap is not necessary but the standard inside **gas cap must be taped around outside edges to prevent the escape of gas vapors/fumes.**

AC/DC Converters - Cars using AC/DC converters must have the security system fuse disconnected to prevent the public from setting off vehicle alarms.

NOTE: *A Fire Marshal will be on duty throughout all public hours of the auto show.*

Vehicle Access & Cleaning - All show vehicles, except factory display models must be unlocked during public show hours. Consequently, all vehicles must be waxed or wiped daily.

Show Management will inspect each display area to see that this service is provided with any necessary cleaning charges being sent to the exhibitor whose vehicles have been neglected.

Important Rules & Requirements (continued)

Exhibit Blueprints

All vehicle exhibitors participating in the 2020 Northeast International Auto Show must provide a scale electrical blueprint of their display to MotorTrend Auto Shows and the Rhode Island Convention Center by December 20. Contact information is available on page 1. These blueprints will be used by the center to install electric lines prior to carpet installation. **Please be sure to include telephone/internet placement(s), electrical needs and the height of your display properties on your blueprints.** MTAS blueprints can be e-mailed in PDF or DWG format to trevor_trumbo@motortrend.com.

Signs & Banners

Any hanging signs must be framed and pre-approved by show management. Truss lighting is permitted but must be pre-approved by MotorTrend Group Deco and the RICC. MotorTrend Group Deco has jurisdiction on all hanging signs and truss installation work. All signs must be professionally manufactured and have a finished surface on all edges and sides.

Plastic letters, shoe polish, and homemade signs may not be used on any vehicles or in any area of your display or booth. Decorations, signs, banners, etc., may not be taped, tacked, stapled, or otherwise fastened to ceilings, walls, doors, painted surfaces or columns.

Signs cannot block the view of other exhibitors. In the case of a complaint, the decision on whether a sign remains or must be relocated is up to MotorTrend Auto Shows and the Auto Show Committee.

Dealership Identification

No dealership identification is allowed on vehicles, badges or displays. This includes window or body decals, license plates, license plate holders, and signage.

Vehicle Sales

No vehicle sales may be conducted at the show. No dealership identification is allowed on vehicles, badges or displays. Only factory Monroney stickers are permitted. No discussions may take place with show visitors regarding prices of vehicles. **There are absolutely no exceptions to this rule.** The auto show is for exhibition only.

Display Placement

The maximum permissible height for displays is twenty-four feet (24') in the Exhibit Hall, and fourteen feet (14') on the Ballroom level—where ceiling height permits. Exhibitors should contact Show Management if they have any questions regarding ceiling height.

Placement of exhibits cannot interfere, block, or extend into other exhibits or block emergency exits. An exhibitor could be required to change the location or configuration of their exhibit or vehicle placement should they interfere with the rights of other exhibitors.

All exhibits must be capable of standing by themselves and no supporting wires from the ceiling or draped walls will be permitted.

Exhibitor Presentation Restrictions

An exhibitor may not work, sell or distribute literature from any area other than the space rented by the exhibitor. Sales presentations, distribution of literature, and public surveys are strictly forbidden from being conducted in public aisles, other exhibit spaces, or any other public areas of the Rhode Island Convention Center.

All public address systems must be kept to a volume so as not to disturb your neighboring exhibitors.

Decorations, signs, banners, and streamers may not be attached, taped, nailed, or otherwise fastened to any ceiling, window, painted surface or wall of the convention center. Any special decorations or signs must be approved by convention center management as to location and method of installation.

Under no circumstances are helium balloons or adhesive-back decals to be given away or permitted to be used in the convention center. Any cost incurred by the Rhode Island Convention Center from the use or removal of these items will be charged to the exhibitor. The Rhode Island Convention Center, Rhode Island Automobile Dealers Association and MotorTrend Auto Shows assume no liability or responsibility for any loss or theft.

Licensing

All booth exhibitors must be licensed to do business in the State of Rhode Island and have a current sales tax number for any direct retail selling from the show floor.

Sales Tax Provisions

The Rhode Island Department of Administration, Division of Taxation, requires that each participating dealer or exhibitor provide their state sales tax number to Show Management at least thirty (30) days in advance of the show or by Friday, December 20, 2020.

All in-state & out-of-state exhibitors/vendors must submit an Application for Permit to Make Sales At Retail and/or obtain a RI state sales tax permit in order to participate in the *2020 Northeast International Auto Show*.

Show Management must collect all appropriate permit copies, tax returns, and sales tax due from each exhibitor/vendor on-site before the close of the show for reporting & submission to the RI Department of Administration, Division of Taxation.

Please deliver to the Show Office before the close of show on Sunday, January 26, 2020:

- ***A copy of your RI State Sales Tax Permit***
- ***Your completed tax return***
- ***A check or money order for your sales tax due/collected***

For further information, contact the Excise Tax Section of the RI Division of Taxation, Monday – Friday, 8:30 a.m. to 4 p.m. at (401) 222-3064.

Important Rules & Requirements (continued)

License/Permits

The Rhode Island Automobile Dealers Association was given permission to conduct the *2020 Northeast International Auto Show* by the Rhode Island Motor Vehicle Dealers' License Commission. MotorTrend Auto Shows was issued a permit by the Tax Administrator to produce the 2020 Northeast International Auto Show.

Liability

Each exhibitor is entirely responsible for the space allotted him through his contract. Each exhibitor agrees to reimburse the RICC for any damage to the floor, ceilings or walls within his contracted area. Therefore, it is the exhibitor's responsibility to provide their own insurance coverage for vehicles, exhibits and materials.

Insurance Requirements

All exhibitors, exhibit houses, porter service companies, and outside service companies providing any equipment or services to the 2020 Northeast International Auto Show or its exhibitors must provide a Certificate of Insurance stating coverage while participating in the auto show. All exhibit houses must include all clients on the certificate of insurance to insure proper coverage during the show.

The exhibitor shall procure, at its sole cost and expense, and shall maintain in force at all times during the term of the auto show contract (including move in and move out), policies of insurance as herein below set forth, written by an insurer having a Best's rating of at least "A" and shall deliver to Show Management evidence of such policies as set forth herein. These policies shall be endorsed in form acceptable to Show Management to include a provision that the policy will not be cancelled, materially changed, or not renewed without at least thirty (30) days prior written notice to Show Management, by certified mail, return receipt requested, and state or be endorsed to provide that the coverage afforded under the policies shall apply on a primary and not on an excess or contributing basis with any policies which may be available to Show Management. Policies written on a "claims-made" basis are not acceptable. At least two weeks prior to the expiration of the policies, evidence of renewal or replacement policies of insurance, with terms and limits no less favorable as the expiring policies, shall be delivered to Show Management. Deductibles of self-insured retention above \$25,000 will require approval from Show Management.

1. A Commercial General Liability insurance policy (I.S.O. Form CG 00 01 or equivalent approved by Show Management) in the Exhibitor's name with any full or part time employees; members of the Board of Directors of the Rhode Island Automobile Dealers Association; the Rhode Island Convention Center; SMG; the City of Providence; the Providence Redevelopment Agency; Motor Trend Group, LLC and its subsidiaries and affiliates (I.S.O. Form CG 20 10 or equivalent approved by Show Management) with limits of liability in the amounts of \$2,000,000 Occurrence/\$2,000,000 Aggregate on a combined single limit basis for injuries to persons (including death), contractual liability and damage to property.
2. Automobile and Truck Liability Insurance Policy in the Exhibitor's name with any full or part time employees; Members of the Board of Directors of the Rhode Island Automobile Dealers Association; the Rhode Island Convention Center; SMG; the City of Providence; the Providence Redevelopment Agency; Motor Trend Group, LLC and its subsidiaries and affiliates named as additional insured with limits of liability in the amount of \$2,000,000 each occurrence, on a combined single limit basis for claims for

bodily injuries (including death) to persons and for damage to property arising out of the ownership, maintenance or use of any owned, hired or non-owned motor vehicle.

3. Worker's Compensation Insurance (including Employer's Liability Insurance) with limits of \$1,000,000/\$1,000,000/\$1,000,000.

4. Any additional insurance policies necessary to obtain required permits or otherwise comply with applicable law ordinances or regulations regarding the performance of your contract.

Exhibitor shall provide to show management a Certificate of Insurance may be supplied as evidence of such aforementioned policies at least thirty (30) days prior to the auto show; however, if requested by Show Management, the Exhibitor shall deliver to Show Management within 10 days of the request a copy of such policies, certified by the insurance carrier as being true and complete. The Certificate of Insurance must (1) indicate the I.S.O. Form used by the carrier, (2) be signed by an authorized representative of the insurance carrier, (3) disclose any deductible, self-insured retention, aggregate limit or any exclusions to the policy that materially change the coverage, (4) indicate that any full or part time employees; Members of the Board of Directors of the Rhode Island Automobile Dealers Association; the Rhode Island Convention Center; SMG; the City of Providence; the Providence Redevelopment Agency; Motor Trend Group, LLC and its subsidiaries and affiliates are additional insured on all policies (except Worker's Compensation), (5) reference the auto show name and location on the face of the Certificate and (6) expressly reference the inclusion of all required endorsements. If requested by Show Management, the Exhibitor must furnish within thirty (30) days of a request proof that the person signing the Certificate is authorized by the insurance carrier.

If, at any time during the period of this contract, insurance as required is not in effect, or proof thereof is not provided to Show Management, Show Management shall have the options to (1) direct the Exhibitor to suspend work with no additional cost or extension of time due on account thereof, (2) obtain the required insurance at Exhibitor's expense providing Show Management with coverage immediately, or (3) treat such failure as an event of default.

The Contractor shall immediately file with Show Management (with a copy to Event Services Dept.), 831 Douglas St., El Segundo, CA 90245, a notice of any occurrence likely to result in a claim against Show Management.

The certificate holder is Motor Trend Group, LLC., 831 Douglas St., El Segundo, CA 90245. All policies must provide coverage from the first move in date, January 20 to the last move out date, January 27, 2020. Please be sure to add the additional insured information.

All Insurance policies must be completed correctly and must be received by MotorTrend Auto Shows no later than December 20, 2019. **Please email your certificates of insurance to eventservices@motortrend.com.**

NOTE: *This deadline will be strictly enforced. Access to the building may be denied to those suppliers that have not provided a policy to Show Management on or before the deadline date of December 20, 2019.*

Show Services Information

Exhibitor Services Provided in Vehicle Space Rental Charge

The following items and services are included in the space rental charge:

- 16-oz wall-to-wall carpeting
- Themed carpeting in all public aisles
- Themed manufacturer identity sign over your public aisle to guide visitors into your display (M spaces only)
- Daily vacuum service for all exhibit carpet, turntables and platforms
- Daily emptying of all exhibit area waste containers

Each exhibitor is responsible for drayage, labor and the rental of and payment for tables, chairs, desks, waste cans, and any other item used within their display. Cleaning of displays and vehicles is the responsibility of the exhibitor.

Security

Show Management will provide 24-hour guard service on all show floors, beginning on Wednesday, January 22 at 5 p.m. and concluding on Monday, January 27 at Noon. This service is for the overall safety and security of the show and its participants, not for specific displays.

We ask that you cooperate with all security guards working the show, particularly at the entrances and exits. All exhibitors and personnel working the show must enter and exit through the main public entrance located on the lower level of the convention center. Doors to the outside on the actual show floors may not be used and are not to be propped open.

If your display contains something of particular value, it is recommended that you secure it overnight.

If you need to hire security, you must utilize the RICC's approved event security company for insurance purposes. Please contact RICC Event Services at (401) 458-6350 for more information.

NOTE: *The Rhode Island Automobile Dealers Association and MotorTrend Auto Shows cannot be held responsible for the theft of items from exhibitor areas.*

Show Advertising & Publicity

Advertising

Extensive print, radio, television, and outdoor advertising will be used to target the Greater Providence area and major markets within a 40-mile radius of Providence. Advertising will begin ten (10) days prior to the opening of the show and continue through the close of the show.

We have contacted all major radio, television, and newspaper representatives to seek their support, sponsorship, and extensive PR coverage of this year's exciting event.

Dealer Advertising Support

All dealerships, factories and dealer advertising groups are asked to proudly support the 2020 Northeast International Auto Show by advertising your participation in the show. Your usual radio, television and print ads may be supplemented with a voice-over or drop-in auto show mention. (Example: ***"See our NEW 2020 models at the Northeast International Auto Show, January 24 through 26"***). The Rhode Island Automobile Dealers Association greatly appreciates any show advertising you are able to incorporate into your regular advertising schedules.

Publicity

Auto show press kits, pre-show releases and all promotional auto show publicity will be prepared and coordinated by Spin Communications.

Spin Communications will be heading all promotional efforts for the 2020 Northeast International Auto Show. Please contact them at (415) 380-8390 with any public relations or newsworthy promotional items you may have.

Are you bringing a special model introduction, pre-production model or unique feature/promotion to the show? Please notify Show Management and Spin Communications by January 10, 2020 to ensure that it is included in our overall show publicity campaign.

The Press Room will be staffed the entire three (3) days of the show. Please send all press materials directly to the Rhode Island Convention Center to ARRIVE no earlier than January 21, with each package clearly marked "Northeast International Auto Show, Press Room" Please mark your shipping labels or shipping cartons to identify the Northeast International Auto Show (see shipping instructions on page 15).

General Contractor Information

General Contractor Services (i.e., all labor, carpet, furniture & decorations) for the 2020 Northeast International Auto Show will be provided by:

MOTOR TREND GROUP DECO

CONTACT: EXHIBITOR SERVICES
E-MAIL: gsc-ne@motortrend.com
ON-LINE ORDERS: www.providenceautoshow.com/exhibitors
ADDRESS: MotorTrend Auto Shows
831 Douglas St.
El Segundo, CA 90245

Motor Trend Group Deco is the show's official general contractor. They are the exclusive provider of all freight handling, installation & dismantle labor, carpet, and equipment rentals. Supervision may still be provided by exhibitor or EAC. They also provide furniture rentals. Contact them at gsc-ne@motortrend.com with any questions about these services.

Exhibitors must place orders for all services online. For online exhibitor orders, please visit www.providenceautoshow.com/exhibitors.

*If you have previously ordered services from Motor Trend Group Deco - ECD (anytime last show season), you simply need to enter the same email and password used last year. You do not need to re-register. If you have forgotten your password, click "forgot password: and a temporary one will be sent to you. You will be prompted to change your password after logging in.

*If you have not registered with Motor Trend Group Deco - ECD before, follow the prompts after clicking "Click here to Register Now".

Motor Trend Group will have representatives on site beginning at 8 a.m. on Tuesday, February 5 and continuing through Monday, January 27, 2020.

Shipments to the show site must be labeled as follows:

CONVENTION CENTER ONLY: (Name of Manufacturer)
Northeast International Auto Show
c/o MotorTrend Auto Shows
Rhode Island Convention Center
One Sabin Street
Providence, RI 02903-1814

Display shipments scheduled to arrive at the Rhode Island Convention Center should arrive per their scheduled target time on Tuesday, January 21 or Wednesday, January 22 (see pages 3 & 4). All other shipments will only be accepted beginning at 8 a.m. on Wednesday, January 22. The Rhode Island Convention Center will not accept freight deliveries prior to this date.



Discount Admission Tickets Order

Deadline Date: January 3, 2020

Advance-purchase Discount Admission Tickets for the 2020 Northeast International Auto Show will be available at a cost of \$8.00 each, which is a savings of \$4.00 off the regular adult admission price. Tickets are available in packs of 25 at a cost of \$200.00.

PROCEDURE FOR ORDERING YOUR TICKETS:

1. Complete the order form below indicating the number of ticket packs you desire.
2. Complete the credit card authorization form for payment or let us know if you will be paying by another method.
3. Email completed forms to eventservices@motortrend.com.

Unused tickets are not refundable.

Quantity of Packs Desired _____ @ \$200.00 Each
(Packs of 25)

Please print or type the following information:

COMPANY: _____

STREET ADDRESS: _____

Depending on date order received, tickets shipped to this location via UPS or held at Will Call.

Cannot ship to P.O. Box.

CITY: _____ STATE: _____ ZIP: _____

SPACE OR BOOTH NUMBER(S): _____ TELEPHONE #: (____) _____

AUTHORIZED BY: _____
Print Name Signature

TITLE: _____ DATE: _____

Deadline Date for Orders: January 3, 2020



MOTOR TREND GROUP, LLC.
 830 S. Douglas Street
 El Segundo, CA 90245
 Phone: (630) 353-2505
 Fax (800) 606-5838

CREDIT CARD AUTHORIZATION FORM

*Please send completed form to clientservices@motortrend.com or fax to (800) 606-5838

Customer: _____ Acct # _____
 Address: _____
 City, State, Zip: _____
 Phone Number: _____
 Card: Visa _____ MasterCard _____ American Express _____
 Cardholder's Name _____
 Account Number: _____ Expires: _____

Only list items to be charged on the date you submit this form.

Pub/Web Site/Event/Etc.	Issue/date	Invoice/Order #	Amount
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

Total to be charged: _____

Pick one: One Time Charge **OR** Automatic Charge
 (Charge All Items Listed Above) (Charge All Items Listed Above and Automatically Charge
** 3% convenience fee will be applied to all credit card* *Future Advertising*
** 3% convenience fee will be applied to all credit card payments.*

I, hereby, authorize Motor Trend Group, LLC to charge this card as shown above. In case the charge cannot be made on this card, I declare myself personally and jointly bound with the company, which I represent, towards the credit card company for the payment of the debt and all costs in such collection.

Signature (or name of person giving authorization) _____ Date _____

Have a question? Contact clientservices@motortrend.com or call us at (630) 353-2505