



## 2023 RULES AND REGULATIONS FOR EXHIBITS AND DISPLAYS

Gaylord National Resort & Convention Center  
Exhibit Service Department  
201 Waterfront Street National Harbor Md. 20745  
Office: (301)-965-3710  
Fax: (301)-965-3797

- A discounted rate is provided to exhibitors who order services in advance. Full payment must be received at Least Fourteen (14) days prior to the first day of show to qualify for the Advance Price. Payment is accepted through exhibit services in the form of VISA, MASTERCARD, AMERICAN EXPRESS, DISCOVER, DINERS CLUB and Money Order (U.S. funds drawn on U.S. banks only). Maryland State Sales Tax (6%) will be applied to all equipment & service orders. *Checks and cash are not accepted.*
- The hotel is not responsible for any injury, loss, or damage that may occur to the exhibitor, the exhibitor's agents, employees, or property, or the any other person or property prior, during, or subsequent to the period covered by the exhibit contract.
- In accordance with the Prince Georges County Fire department, no exhibit, display or drape will obstruct, impede or otherwise hinder access to fire strobes, fire speakers, fire department access cabinets or fire pulls.
- Credit will not be given for services ordered and not used. Cancellations must occur prior to the installation of services.
- Exhibits, displays, and equipment are to be brought into and taken from the Exhibit Hall via the loading dock only.
- Stick-on decals (except name tags) may not be distributed or used in the convention center.
- Holes may not be drilled or punched into any surface in the convention center.
- The painting of exhibits or signs is not allowed anywhere inside the convention center.
- Decorations, banners, signs, etc. are not to be affixed to any wall, door, window, column, ceiling, or any surface in the convention center.
- Static helium balloon displays are permitted in the convention center. Helium balloons may not be used as giveaways. Helium tanks must be removed daily. Storage of tank within the building is not permitted. Any balloons that end up in the ceiling area will be removed at \$25.00 per balloon with a \$100.00 minimum charge.
- Tape used on the floor of the exhibit must be low residue carpet tape and low residue safety tape. Accepted brand are Polyken 105C, Renfrew #147, and Asiachem SST-736 or approved equivalent. It is the responsibility of the Official contractor to remove **ALL** tape from the floor at the end of the event.
- The hotel reserves the right to purchase, prepare and provide all food and beverage items provided in Exhibit Booths. For product(s) specific to a Company's trademark, those which are not procurable by Gaylord National, 2oz. sample sizes may be provided with approval from show management. A Certificate of Insurance naming Gaylord National additional insured as well as a food waiver are required prior to samples being distributed on the show floor.
- Cooking permits must be obtained before any cooking activity is permitted within the convention center. Certificates of Insurance are required naming Gaylord National as additionally insured. A signed Food Waiver will be required. A 3A40 B.C. fire extinguisher must be in the booth, within 30 feet of the each cooking device. Compliance with all Prince Georges County Health and Fire Department rules and regulations is required. Holding tanks for cooking residue (oils, grease, etc.) are required. Cleaning of equipment is not permitted in hotel restrooms. Clean-up arrangements must be coordinated in advance through show management.

- Permission to cook any food within the exhibit area must have prior approval by the Gaylord National Event Manager. The use of “Day tanks” bottled gas may be used in conjunction with an approved exhibit or display for cooking or demonstration purposes. Tanks must have a release valve and be removed from the convention center at the close of daily activities. Storage of tanks inside the building is prohibited.
- Gaylord National reserves the right to request the cease of food production/distribution in an exhibit booth without proper authorization and paperwork on file.
- Vehicles that are used as part of a display should have no more than a 1/4 tank of fuel or 10 gallons whichever is less. The tank must be taped shut or have a locking gas cap and the battery cables must be disconnected.
- Covered or multi-leveled booths over 300 sq. ft. are required to have an automatic extinguishing system or required fire watch personnel. A battery operated smoke detector will be required for each covered booth, structure or tent regardless of square footage. Engineered approved Scaled, stamped plans of the booth must be submitted to the Gaylord National. Cost of fire watch personnel is determined by Prince Georges County Fire and Rescue. Contact Exhibit Services for additional information.
- Haze and/or smoke producing devices must use water-based fluids. The use of these devices must be approved in advance through Conference Services in conjunction with Prince Georges county Fire and Rescue Services.
- **Freight Services:** Material Handling/Freight Deliveries including but not limited to, small package, overnight, LTL & van line carriers will not be accepted by Gaylord National Resort & Convention Center Exhibit Hall representatives prior to your event, during your event & after your event. Shipments during the event contract dates should be in the attention of the events Official Service Contractor. Those events without a service contractor should contact the business center at Gaylord National. Please call your Official Service Contractor with any shipping questions.

## **GUIDELINES FOR ALL CARPETED AREAS**

The following policy and procedure will be in effect for all areas of the hotel with existing carpet.

- Gaylord National does not provide cleaning supplies, vacuums, large waste receptacles, whales or janitorial services for the exhibit hall area unless it is included in the sales contract. Trash removal from the exhibit hall and/or ballroom is the responsibility of the decorating/production company. Any property damaged or destroyed must be replaced to its original condition.
- It is the responsibility of the decorating/production company to return exhibit hall and/or ballroom space to “Move-In Condition”. All tape and tape residue as well as stains and debris must be removed. The decorating/production company is responsible for vacuuming the exhibit hall and/or ballroom prior to departure.
- Chalk marks or the use of chalk lines will be prohibited on any carpeted area for event layout.
- All carpeted areas must be covered with visqueen or Polytac before any decorating/production equipment or freight is brought into the space.
- Prior to installation, the exhibit hall staff must approve any tape applied to the hotel carpet. It is required that low tack tape is applied to the carpet and contractor’s double-face tape be applied to the low tack tape.



## Welcome to Gaylord National Online Ordering

Gaylord National is excited to be hosting **GLAO/MASO 2023 Annual Session**

We're happy to provide access to on-line ordering for all of your facility needs (electric, internet, food/beverage), and we invite you to use our safe and secure online ordering web site to place your order.

To create an account or log in, click on the link below.

<https://gaylordnational.boomerecommerce.com>

### Discount Schedule

**Advance Price Beginning:**

February 21, 2023

**Standard Price Applies:**

September 6, 2023

**Exhibit Show Floor Manager:**

John Mathis

### Important Information Regarding Food & Beverage

Please note that per our contract agreement and for liability reasons, the hotel is the exclusive provider for all food and beverage. Absolutely NO outside food and/or beverages may be served from your booth during this upcoming event (this includes but is not limited to, logo bottled water or any type of pre-packaged food). If you wish to serve these items, you must request permission via e-mail in advance, and a corkage fee will apply if your items are approved. These requests can be sent to [gnexhibits@gaylordhotels.com](mailto:gnexhibits@gaylordhotels.com).

### Tax Exempt Exhibitors

If your organization is Tax Exempt in the state of Maryland, please create your account first and then contact us at [gnexhibits@gaylordhotels.com](mailto:gnexhibits@gaylordhotels.com). We'll need to receive a copy of your Maryland Tax Exempt Certificate before you can process your order.

**Please contact an Exhibitor Services Representative at (301) 965-3710 or [gnexhibits@gaylordhotels.com](mailto:gnexhibits@gaylordhotels.com) for any questions or additional assistance.**

# Gaylord National Exhibits Electrical Pricing

**\*FOR 2023 PRICING REFERENCE ONLY\***

ADVANCE PRICE IS 2 WEEKS PRIOR TO THE MOVE-IN DATE					
Electrical Packages				Advanced Price	Standard Price
Package A	5 amp 120 volt with an Extension cord and a 6 outlet Multi-strip			\$250.00	\$320.00
Package B	20 amp 120 volt with an Extension cord and a 6 outlet Multi-strip			\$350.00	\$485.00
Volts	Max Watts	Circuit Amps	Phase	Advanced Price	Standard Price
EACH UNIT OF POWER COMES WITH ONE OUTLET					
120	500	5	Single	\$190.00	\$270.00
120	2,000	20	Single	\$300.00	\$435.00
208	3,300	20	Single	\$355.00	\$455.00
208	5,700	20	Three	\$455.00	\$645.00
208	5,000	30	Single	\$460.00	\$620.00
208	8,600	30	Three	\$625.00	\$885.00
208	9,900	60	Single	\$910.00	\$1,295.00
208	17,000	60	Three	\$1,285.00	\$1,850.00
208	20,800	100	Single	\$1,545.00	\$1,885.00
208		100	Three	\$2,060.00	\$2,540.00
208		200	Three	\$3,710.00	\$4,430.00
208		400	Three	\$5,635.00	\$7,175.00
1 Outlet Extension-cord. RENTAL ONLY					\$25.00
6 Outlet Multi-strip. RENTAL ONLY					\$35.00
<b>Compressed Air:</b> Hotel supplies 3/4", 1/2", 1/4" quick release female connection. 80-100 PSI 125 CFM					\$410.00
<b>Water:</b> Hotel supplies 1/2" male threaded connector. Exhibitor is responsible for bringing adaptors. ( Not available in Ballrooms)					\$440.00
<b>Drainage:</b> Available depending on booth location. A pump may be required at an additional cost. ( Not available in Ballrooms)					\$495.00
One time fill and drain. Maximum of 300 gallons					\$440.00
Transformer Rental					\$175.00

<https://gaylordnational.boomerecommerce.com>

**Note: There will be a 16% installation/removal fee and 6% Maryland State tax assessment on all orders.**

**\*\*THIS IS NOT AN ORDER FORM. PLEASE SEND ORDER SUBMISSION THROUGH BOOMER COMMERCE LINK ABOVE\*\***

**\*\*All power strips and extension cords used in the Hotel must be provided and installed by the Gaylord Electrical Department. \*\***

# Gaylord National Exhibits Internet Pricing

**\*FOR PRICING REFERENCE ONLY\***

**ADVANCE PRICE IS 2 WEEKS PRIOR TO THE MOVE-IN DATE**

Please submit all orders via: <https://gaylordnational.boomerecommerce.com>

Advanced Price is valid until (2) weeks prior to the move-in date		
<b>High-Speed Wireless Access</b>	<b>Advanced Rate</b>	<b>Standard Rate</b>
First Device	\$800.00	\$1,100.00
Additional Connection(s)	\$250.00	\$300.00
<b>High-Speed Wired Access</b>	<b>Advanced Rate</b>	<b>Standard Rate</b>
First Device	\$1,300.00	\$1,500.00
Additional Connection(s)	\$300.00	\$350.00
Please note: any customer switch or access point attached to these lines that has not been pre-approved will result in service cancellation		
<b>Dedicated Internet Access – Dedicated Private VLAN</b>	<b>Advanced Rate</b>	<b>Standard Rate</b>
1.5 Mb/sec	\$2,500.00	\$3,900.00
3.0 Mb/sec	\$5,000.00	\$6,500.00
6.0 Mb/sec	\$10,000.00	\$11,000.00
Static Public IP (requires dedicated selection)	\$350.00	\$400.00
<b>Telecommunications Services</b>	<b>Advanced Rate</b>	<b>Standard Rate</b>
DID telephone line	\$325.00	\$350.00
Speakerphone	\$250.00	\$350.00
Standard Desk Telephone	\$100.00	\$150.00
<b>Labor</b>	<b>Advanced Rate</b>	<b>Standard Rate</b>
Troubleshooting/Move/Change	\$100.00	\$150.00

<https://gaylordnational.boomerecommerce.com>

**Note: There will be a 25% service charge and 6% Maryland State tax assessment on all orders**

**\*\*THIS IS NOT AN ORDER FORM. PLEASE SEND ORDER SUBMISSION THROUGH BOOMER COMMERCE LINK ABOVE\*\***

# Gaylord National Exhibits Food & Beverage Pricing

**\*FOR PRICING REFERENCE ONLY\***

ITEMS	COST	UofM
Freshly Brewed Regular Coffee	\$ 135.00	gal
Freshly Brewed Decaffeinated Coffee	\$ 135.00	gal
White Lion Tea Selection	\$ 135.00	gal
Assorted Pepsi Soft Drinks	\$ 8.40	each
Still Bottled Waters	\$ 8.40	each
Case of 24 Still Bottled Water	\$ 192.00	each
House Made Pop Tarts	\$ 78.00	dzn
Cake Pops	\$ 77.00	dzn
Cheesecake Pops	\$ 77.00	dzn
Warm Cinnamon Buns	\$ 78.00	dzn
Brownies & Bars	\$ 75.00	dzn
Freshly Baked Cookies	\$ 77.00	dzn
Assorted Mini Cupcakes	\$ 73.00	dzn
Ice Cream Bars	\$ 9.00	each
Warm Soft Pretzels + Grain Mustard	\$ 87.00	dzn
Chips + Pretzels + Popcorn Bags	\$ 7.50	per bag
Popcorn Cart* (each bag pops approx. 100 bags)* Attendant required**	\$ 500.00	per bag
Candy Jar Display (approx. 100 portions)	\$ 600.00	each
Bagels + Cream Cheese	\$ 78.00	dzn
Muffins: Blueberry + Cranberry + Oat	\$ 78.00	dzn
Tea Sandwiches (3 doz min order)	\$ 110.00	doz
ITEMS	COST	UofM
Domestic & Import Beer	\$ 12.00	drink
Craft Beer	\$ 13.00	drink
Deluxe Cocktails	\$ 18.00	drink
Deluxe Wine - White	\$ 15.00	drink
Deluxe Wine - Red	\$ 15.00	drink
ITEMS	COST	UofM
*Attendant / Bartender (first 2 hours)	\$ 250.00	each
Attendant / Bartender (additional for each hour or fraction thereafter)	\$ 75.00	each
<b>(Ask your Catering Representative When this is Required)</b>		
ITEMS	COST	UofM
Delivery Fee(s)	\$ 50.00	each

**\*\*Please be aware there may be charges and fees associated with your order. To place your order, please visit <https://gaylordnational.boomerecommerce.com>**

**For additional questions please email [gnextibits@gaylordhotels.com](mailto:gnextibits@gaylordhotels.com) or call 301-965-3710\*\***

**\*\*THIS IS NOT AN ORDER FORM. PLEASE SEND ORDER SUBMISSION THROUGH BOOMER COMMERCE LINK**

**ABOVE\*\***