



NEW YORK FARM SHOW[®] 2022

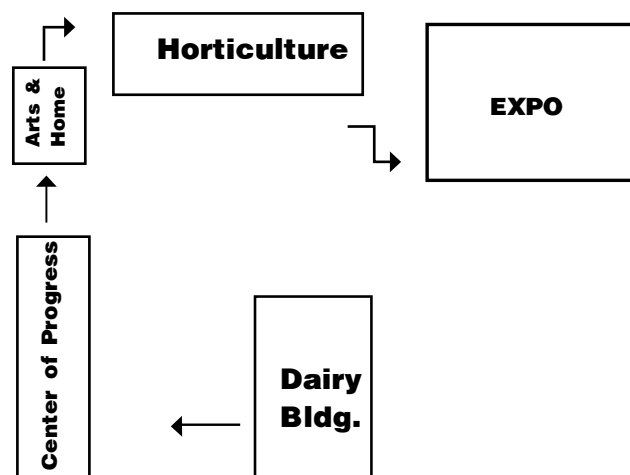
**New York State
Fairgrounds
Syracuse, New York**

**February
24, 25, 26
Thursday, Friday & Saturday
8:30 am to 4:00 pm Daily**

Exhibitor Guide Book

36 Years & Still Indoors & Outstanding

**BE PART OF THE
BIGGEST & BEST
SPRING PLANNING
SHOW OF THE
NORTHEAST**



OVER 300,000 SQ. FT.

Co-Sponsored by American Agriculturist Magazine & The Northeast Equipment Dealers Assoc.

EXHIBITOR TOOL KIT

- Hammer, selection of nails and nail puller
- Pliers, wire cutter & asst. screwdrivers
- Tapes: rug, strapping, masking, 2 sided and velcro
- Staple gun and staples
- Tape measure (25 foot)
- Indelible marking pens and chalk
- Shims for leveling
- Fire extinguisher
- Electrical supplies, including 25 foot industrial extension cord, 4 way box, hot wire tester and spare bulbs of the same type as needed by your exhibit
- Touch up paint (same colors as exhibit and graphics) and brushes
- Cleaning and repair solutions; including lighter fluid, glass cleaner, fabric spot remover, plexi-glass repair kit and polish
- Portable vacuum cleaner
- Flashlight
- Plastic sheet to cover carpet during set up
- Wire (balling) and rope
- First aid kit

BASIC HINTS on SALES PROSPECTING AT THE BOOTH

- Wear standard business dress and older, more comfortable shoes.
- Arrive at the booth 15 minutes early each day.
- Wear your name badge on the right so people catch your name.
- Speak slowly and clearly. Halls are noisy.
- Don't carry on extensive conversations with fellow staff members.
- Don't smoke, eat or drink, even when invited by a customer.
- Greet people at the edge of the aisle; not back in the booth. Don't sit, appear "ready to help".
- Introduce yourself and ask a leading question like: "What do you do?" Do you have any special purpose for attending the show?"
- Never start a conversation with, "Can I help you?"
- Use the first moment to "qualify", then decide how to proceed.
- Describe what you are offering with a tie-in to your prospect's interests, in a very few moments - a summary.
- If a prospect complains, move that person out of the booth to finish the conversation.
- Remain polite & professional, no half-fellow-well-met approach. You must control the contact and know when to end it.
- Ask about buying interest within five minutes like: "Are you interested in this?" "Should we meet later back in your office?" "Do you think what we have fits with your needs?"
- Try to schedule appointments with current customers for times when the show floor will likely be quiet. Save busy hours for prospecting.
- Schedule a short post day meeting to clean things up for the day.
- Try to limit a day's work at the booth for prospecting for four hours. Save the rest for current customers and learning.
- Do paperwork, leads or orders, right away. Write clear.

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**NEW YORK
FARM SHOW.**

Dear Exhibitor:

We are so pleased that you have chosen to be part of the 36th annual New York Farm Show. As we enter in the 2022 Show we can see that there is still new and fresh ideas to be found in the Agricultural Industry. We have seen the Show grow so much over the years, and with our continued growth we find that we are always looking to maximize our space of over 300,000 sq. ft. indoors. No wonder "Indoors & Outstanding" applies to the great New York Farm Show.

We're glad you have chosen to be part of the exciting growth that technology has brought to Agriculture and the 2022 New York Farm Show. **To be included in the publicity for the Show, we must receive your Product Directory form by 12-13-21 which is found on pages 7&8 in this book.**

If you have questions regarding the New York Farm Show's focus, please call me at (315) 457-8205.

Office Address:
128 Metropolitan
Park Drive
Liverpool, NY 13088

Mailing Address:
P.O. Box 3470
Syracuse, NY 13220

Phone Number:
315-457-8205

Fax Number
315-451-3548

E-mail:
sgrigor@ne-equip.com

www.
Newyorkfarmshow.com

Sincerely,

Scott Grigor
Show Manager

P.S. Please note the deadline to get the information to us is
December 13, 2021.





NEW YORK FARM SHOW®

Indoors & Outstanding

Date: November 2021

Enclosed you will find:

To: All Exhibitors

* Your 2022 Farm Show Contract with your assigned space in:

From Scott Grigor

_____ ART & HOMES BUILDING
_____ CENTER OF PROGRESS BUILDING
_____ HORTICULTURE BUILDING
_____ DAIRY EXHIBIT CENTER
_____ EXPO BUILDING

- * Exhibitor Guide Book to be reviewed and service order forms in the back of this book to be completed and returned.
- * Assigned Move-In Time Permit - Form #1 In the back of this book. Please note that this form **HAS CHANGED**. Read carefully. Due to the growth of the Show we have had to adjust this schedule.

Reminder ... your Certificate of Liability Insurance must be forwarded to the Show Office at your earliest opportunity if you have not done so as yet.

Total Cost of 2022 Show Space

Width	x	Depth	=	Sq. Ft.
Total Space Cost:				_____
Less Deposit:				_____
Balance Due 1/2/2022				_____

Please note that your company name will appear in the Program Guide as it currently appears on your contract.



Office Address: 128 Metropolitan Park Drive • Liverpool, NY 13088 • **Mailing Address:** PO Box 3470, Syracuse, NY 13220
Phone Number: 315.457.8205 • **Fax Number:** 315.451.3548 • **E-mail:** sgrigor@ne-equip.com
www.NewYorkFarmShow.com



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Park Drive
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Newyorkfarmshow.com



NEW YORK FARM SHOW

Promotional Opportunities

When visitors look at the map to find a location at the show they will see your logo! LOCATION DIRECTORY SIGNS (Site Maps)

This promotional opportunity includes:

Six signs strategically placed around the NYFS near building entrances, bus loading locations.

Each sign will be 4'h x 8'w and your Logo/tagline area will be approximately 1' x 1.5' of the total sign.

Signs contain show maps and your info. (Artwork must be provided by the company) Your company will receive 600 free tickets for your customers.

Total cost of the package \$1,200.

Everyone will know that your company is at the show! SHOW BAGS

The bags will be handed out at the entrances containing the show program.

It will be the first thing NYFS visitors receive!

Over 8,000 bags to be distributed to show visitors over the three days.

Bags will include your logo and be provided by NYFS (Artwork must be provided by the company) Total cost of the package is \$6,500.

This opportunity will guarantee that your customers will visit your booth! HITCH PIN PROMOTION

NYFS will direct mail a four pack of tickets to your customers containing a special invitation from your company to attend the show. Enclosed will be a special promo ticket for a FREE hitch pin when they visit your booth. The company must provide the mailing list.

Your promotional package includes: printing your special invitation ticket, mailing and postage of the tickets and the cost of the HITCH PINS!

Total cost of this package \$3.00/customer name.

Please call Scott Grigor (315) 457-8205 for more information.

Enjoy 1,000 walking advertisements for your company each day of the show! BUTTON PROMOTION

3,000 buttons will be handed out to show visitors with your logo during the show. That's right, 3,000 buttons will be handed over the three days of the show in three of the buildings (330 buttons in each building, each day)

Each button will be 2.5 inches in diameter. (Artwork must be provided by the company) Your company will receive 300 free tickets for your customers.

Total cost of this package \$1,500.

You're sure to be noticed on the Show Program cover and the program will appear in the February issue of the American Agriculturist as well.

PROGRAM COVER DOT WHACKER

Get noticed with unbeatable placement of a 2" x 2" area to promote your company printed directly on the Show Program Cover.

Our program is printed in the February issue of the American Agriculturist magazine and will be distributed to all of the visitors during the New York Farm Show. Sponsoring company must provide artwork for the 2" x 2 " area.

Total cost of this package \$2,500.

Your opportunity to send a direct mailing to farm operators with a 3.5 hour radius of NYFS and must have 50+ cows and a gross farm income of \$100,000!

LARGE OPERATOR "TRACKER"

Reach large farm operators with a Special Invitation directly mailed to a targeted list of subscribers of approximately 3,000 producers.

Companies must provide artwork for redeemable coupon.

Printing, postage and the majority of the design will be covered by Farm Progress.

All material would include sponsoring companies' info as well as FPS info.

There are a minimum number of companies needed to participate in this sponsorship. Please contact Scott Grigor (315) 457-8205 for more information.

Total cost of this package is \$5,500

**For any questions regarding the promotional opportunities please contact
Scott Grigor at 315-457-8205 or sgrigor@ne-equip.com.**

CO-SPONSORED BY THE

Northeast Equipment Dealers Assoc. & American Agriculturist Magazine

FARMERS... REVEAL VIRTUES OF FARM SHOWS, EXHIBITS

Business-minded growers value shows as a comparison shopping tool

by Willie Vogt

Farm shows have been around since the first enterprising dealers got together at the county fair to show off something new. But today, the show business is big business, and exhibitors are seeking ways to make each dollar invested do more work.

While exhibitor evaluation involves reviewing the attributes of individual shows, what do farmers think of farm shows? And what must a farm show have so farmers get value out of a trip away from the farm - especially if the show overlaps harvest?

Farm shows remain worthwhile to growers. And as equipment dealerships become fewer and farther between, producers need a way to do some one-stop shopping. When buying time comes, they don't have time to travel 40 miles on way and 60 miles another to compare tractors, drills or whatever else might be on the buying list.

Farmers like to know what to expect. Most of all, they want a good mix of exhibitors displaying something valuable to help them make buying decisions.

PLANNING AHEAD. "I always have a plan when I go to a show," says Ernest Nunez, a Dade City, Fla., producer. "When I go to a show, there's always something I need. I have a reason for going."

Nunez annually attends the Sunbelt Agricultural Exposition in Moultrie, Ga., and the Swine Expo. His diversified operation includes a confinement swine operation, feed mill, beef cattle, citrus groves and a vertically integrated alligator production facility.

With his diversified operation, Nunez takes a highly organized approach to farm show shopping. Before attending a show, he sets priorities - dividing what he wants to see into four categories:

- Products of primary interest to be purchased for the farm that year.
- Secondary products that relate to farm management and might improve his operation.
- Products or services he might be interested in the future. For example, if a remodeling project is planned for the future, Nunez will do some initial research on products available to begin getting a handle on features, benefits and costs involved.
- Anything that catches his eye. These would be products that are not critical to the operation but might fit what he does. Or these products would be for the

family's use.

"The first thing I do at a show is get the show literature or map. I need to know where the manufacturers are located so I can hit those I need to see first," he says. "If I have two or three days at the show, I'll mark out those primary exhibitors and make sure I see them as I walk the whole show. If I'm only there for the day, these are the booths I visit first."

SHOW TURN-OFFS. Exhibitors do plenty to get farmers inside the tent. Sometimes they do too much. "One thing I don't like is a pushy salesperson standing in the aisle and dragging you into the booth," says Bill Kirklink who farms near Franklin, Ind.

Kirklink likes farm shows for comparison shopping, and does he shop. "We have two Deere tractors, one Case, one Versatile and a Gleaner combine. We're not one color here. When I buy equipment, I look for a good price, features and the kind of dealership I'm working with," he notes.

Farming with his brother, Jud Vaught, Kirklink crops 1,400 acres of corn and soybeans. And he's constantly on the lookout for innovations that make doing his job easier. "I get drawn into an exhibit by something that catches my eye," he notes. "For instance, the first time I saw Red Ball Monitors they were operating in a booth. I enjoyed being able to see them working."

Red Ball Monitors alert a grower if a sprayer line is clogged when spraying fields.

Shoppers looking for innovations need to see - from the aisle - what makes a product unique. "We spend a lot of time in the shortline buildings looking for new stuff," Kirklink says.

EASY ACCESS IS KEY. "When I go to a show, I seek new ideas or answers to my questions," says Jim Facemire. "For instance, we looked at no-till bean drills and compared them. I bought a new Tye drill this year after seeing it at shows."

Working the show as a visitor, Facemire asks questions of representatives and expects to find the technical information he needs. But what else draws him into a booth?

- An active demonstration in the booth showing the product at work.
- A catchy display that tells the product story.
- People standing in the booth, on hand, ready to answer questions.

· A crowd. Facemire says if there's a crowd at a booth, he'll stop to see what's going on.

He bypasses booths where the sales team is too aggressive. (Visitors apparently want to browse unhindered and ask questions when they're ready)

FARM SHOW VALUE. Good news for exhibitors is that farmers report companies are using sound follow-up after the show. Nunez notes he always gets follow-up contacts from his show visits, and that's helpful for making buying decisions.

Farmers are geared toward seeing and touching before buying.

However, sometimes the follow-up is more ad-related than growers like. "Some companies just send you advertising stuff after the shows," Facemire says. "I don't fill out too many cards at shows - only for products I want to find out more about. And I would like more technical information about the product."

The farm show is an important shopping tool, allowing a producer to see every make of a specific type of equipment in one day. To compare features for better buying. To eliminate the need to drive long distances at buying time.

The equipment industry has talked about reducing dealer inventories for years. The goal is to keep in-field inventories down and build only to solid orders. The hands-on nature of farming, however, has created a customer group geared toward seeing and touching before buying.

A well-designed show can fill two roles: 1) help reduce field inventories by giving growers a look at the full line and 2) save farmers time by putting all makes within walking distance of each other.

"I couldn't get along without farm shows," Nunez says. "They're the best place to go when I need products for my operation."

IN SHOW COMPETITION. Sometimes a show includes seminars for visitors. Do the seminars compete for show time? Are the seminars in the same building, or do visitors have to make a special effort to get to the show? Exhibitors don't like competition for visitor time. And if a seminar is at a separate location, the competition is almost too tough.

Willie Vogt is a free-lance writer based in Egan, Minn.

SYRACUSE TELEVISION AND RADIO

CNY Central 3 & 5 & CW6

1030 James Street
Syracuse, New York 13203
(315) 477-9400
cnycentral.com

WSYT Fox 68 / WNYS MY43

1000 James Street
Syracuse, New York 13203
(315) 472-6800
Fax 315-471-8889
foxsyracuse.com

NewsChannel 9 WSYR

5904 Bridge Street
East Syracuse, New York 13057
(315) 446-9999
localsyr.com

95X 95X.com WAQX 95.7FM

1064 James Street
Syracuse, New York 13203
(315) 472-0200
95x.com

Time Warner Cable News

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Syracuse, New York 13210
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500 Plum Street, Suite 400
Syracuse, New York 13204
(315) 472-9797
b1047.net

105.9 THE REBEL 105.9 FM

1064 James Street
Syracuse, New York 13203
(315) 472-0200
www.wxtltherebelrocks.com

WNTQ 93Q.com

93Q 93.1 FM
1064 James Street
Syracuse, New York 13203
(315) 472-0200

WYYY 94.5 FM

Y94 Y94FM.com

500 Plum Street, Suite 400
Syracuse, New York 13204
(315) 472-9797



PRODUCT DIRECTORY FOR 2022

RETURN TO: New York Farm Show - P. O. Box 3470 - Syracuse, New York 13220

Company Name As It Is To Appear In The Program:

**NEW YORK
FARM SHOW.**

Deadline to be included in the 2022 Product Directory is 12/13/2021 ^{Space #}

- | | | | |
|--------------------------------|-------|---------------------------------|-------|
| 1. AGRICULTURAL PROGRAMS | _____ | 45. FOOT WEAR | _____ |
| 2. ALTERNATIVE ENERGY | _____ | 46. FORESTRY | _____ |
| 3. ANIMAL HEALTH PRODUCTS | _____ | 47. FREESTALL | _____ |
| 4. ARTIFICIAL INSEMINATION | _____ | 48. FUEL ADDITIVES | _____ |
| 5. ASSOCIATION/ORGANIZATION | _____ | 49. GARAGE DOORS | _____ |
| 6. AUCTION/REAL ESTATE | _____ | 50. GENERATORS/ALTERNATORS | _____ |
| 7. AUGERS | _____ | 51. GPS GUIDANCE EQUIPMENT | _____ |
| 8. BALERS & ACC. | _____ | 52. GRAIN DRYING/ROASTING | _____ |
| 9. BARN EQUIP. | _____ | 53. GRAIN/SEED HANDLING | _____ |
| 10. BIRD FOOD | _____ | 54. GRAIN GRINDER | _____ |
| 11. BLADES | _____ | 55. HEATERS/STOVE/FURNACES | _____ |
| 12. BLOWERS-FORAGE/FEED, GRAIN | _____ | 56. HYDRAULIC DUMP TRAILER | _____ |
| 13. BUILDINGS/ACC/SERVICES | _____ | 57. HYDROPONIC EQUIPMENT | _____ |
| 14. CALF HUTCHES | _____ | 58. INSURANCE | _____ |
| 15. CEMENT MIXERS | _____ | 59. LAND & GARDEN EQUIP.-SEED | _____ |
| 16. CHEMICALS | _____ | 60. LAWN MOWERS | _____ |
| 17. CLOTHING | _____ | 61. LIGHTING | _____ |
| 18. COMBINE | _____ | 62. LIGHTNING PROTECTION | _____ |
| 19. COMPUTERIZED REC./SOFTWARE | _____ | 63. LEASES | _____ |
| 20. CONSTRUCTION EQUIPMENT | _____ | 64. LIVESTOCK/EQUIP/SERVICES | _____ |
| 21. CONVEYORS | _____ | 65. LOADERS | _____ |
| 22. COW COMFORT | _____ | 66. LOANS | _____ |
| 23. CROP CONSULTING/INFO | _____ | 67. LOG SPLITTERS/WINCHES | _____ |
| 24. CULTIVATORS | _____ | 68. LUBRICANTS & ACC. | _____ |
| 25. DAIRY EQUIPMENT | _____ | 69. MANURE HANDLING EQUIP. | _____ |
| 26. DIGESTERS | _____ | 70. MILKING EQUIPMENT | _____ |
| 27. DISK HARROWS | _____ | 71. MILK MARKETING CO-OP | _____ |
| 28. DRAINAGE SUPPLIES | _____ | 72. MISCELLANEOUS | _____ |
| 29. DRILLS/SEEDERS | _____ | 73. MONITORS | _____ |
| 30. EDUCATION/SCHOOL | _____ | 74. MOWERS | _____ |
| 31. ELECTRIC MOTORS & DRIVES | _____ | 75. ORCHARD EQUIP. | _____ |
| 32. ELECTRONIC MARKETING | _____ | 76. PEST CONTROL | _____ |
| 33. ELEVATORS | _____ | 77. PLANTERS | _____ |
| 34. ENERGY EFFICIENT | _____ | 78. PLOWS | _____ |
| 35. ENGINES/MOTORS | _____ | 79. POST-HOLE DIGGERS/DRIVERS | _____ |
| 36. FARM RESCUE-SAFETY-HEALTH | _____ | 80. PRECAST CONCRETE PROD. | _____ |
| 37. FASTENERS | _____ | 81. PREENGINEERED BLDG. SYST. | _____ |
| 38. FEED & FEED ADDITIVES | _____ | 82. PRESERVATIVES | _____ |
| 39. FEED EQUIP./CART ETC. | _____ | 83. PRESSURE WASHERS/CLEANERS | _____ |
| 40. FENCE & GATES | _____ | 84. PUBLICATIONS/RADIO STATIONS | _____ |
| 41. FERTILIZER & SOIL ADD. | _____ | 85. PUMPS | _____ |
| 42. FERTILIZER SPREADER/APP. | _____ | 86. RAKES & TEDDERS | _____ |
| 43. FINANCIAL SERVICES | _____ | 87. ROCK REMOVAL EQUIP. | _____ |
| 44. FORAGE EQUIP & ACC. | _____ | | |

Please return to: sgrigor@ne-equip.com or fax to 315-451-3548

- | | | |
|------|-----------------------------|-------|
| 88. | ROOF COATINGS | _____ |
| 89. | ROTARY BROOMS (SWEEPERS) | _____ |
| 90. | ROTARY TILLERS/HOES | _____ |
| 91. | ROUND BALE CARRIERS | _____ |
| 92. | ROTATION GRAZING SUPPLIES | _____ |
| 93. | ROUND BALE FEEDER | _____ |
| 94. | RTV | _____ |
| 95. | SAWMILL | _____ |
| 96. | SCALES | _____ |
| 97. | SEED | _____ |
| 98. | SILO & SILEAGE | _____ |
| 99. | SKID LOADERS | _____ |
| 100. | SLAT FLOORS | _____ |
| 101. | SNOW BLOWERS | _____ |
| 102. | SOIL SAMPLING | _____ |
| 103. | SOLAR | _____ |
| 104. | SPRAYERS & ACC. | _____ |
| 105. | STALLS | _____ |
| 106. | TANKS | _____ |
| 107. | TARPS | _____ |
| 108. | TECHNICAL SERVICES | _____ |
| 109. | TESTERS | _____ |
| 110. | TILLAGE EQUIPMENT | _____ |
| 111. | TIRES | _____ |
| 112. | TMR MIXERS | _____ |
| 113. | TOOLS/TOOLBOXES/SHOP EQUIP. | _____ |
| 114. | TOYS | _____ |
| 115. | TRACK SYSTEMS | _____ |
| 116. | TRACTOR/TRAILERS/TRUCKS | _____ |
| 117. | TRIMMERS/BRUSHCUTTERS | _____ |
| 118. | TUB GRINDER | _____ |
| 119. | TURF GRASS SEED | _____ |
| 120. | UTILITY VEHICLES | _____ |
| 121. | VEGETABLE EQUIPMENT | _____ |
| 122. | VENTILATION | _____ |
| 123. | VINEYARD | _____ |
| 124. | WAGONS | _____ |
| 125. | WATERING EQUIPMENT | _____ |
| 126. | WATER-IRRIGATION-FILTERS | _____ |
| 127. | WELDING EQUIPMENT | _____ |
| 128. | WIND MILLS | _____ |
| 129. | WOOD CHIPPER | _____ |
| 130. | WOOD/STOVES/PELLETS | _____ |
| 131. | WORKERS COMPENSATION | _____ |

**Deadline
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Product Directory
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**Please return to:
sgrigor@ne-equip.com or fax to 315-451-3548**

FUTURE SHOW DATES

2022 - February 24, 25, 26

2023 - February 23, 24, 25

2024 - February 22, 23, 24

2025 - February 20, 21, 22

2026 - February 26, 27, 28

GENERAL INFORMATION

- * Show management limits the use of forklifts for the loading and unloading of equipment. They will not be used for assembling equipment or displays.
- * Show management reserves the right to refuse fork lift service for safety reasons. Excessive use (as determined by management) of forklifts will be billed at \$100.00/hour.

*** PLEASE NOTE ***

If you are shipping a display or supplies to the
New York State Fairgrounds,
581 State Fair Blvd., Syracuse, NY 13209,
they must be received at the Show site on
Tuesday, February 22th, or Wednesday, February 23th, ,
ONLY, prior to the Show.

Outgoing freight must be prepared and sent by the exhibitor.
The Show does not furnish this service for exhibitors.



NEW YORK FARM SHOW® 2022



\$195

INCLUDES YOUR VIDEO AD
UP ON THE FARM SHOW
JUMBOTRON ONCE PER
HOUR FOR THE ENTIRE
DURATION OF
THE SHOW!



DON'T MISS THIS ADVERTISING OPPORTUNITY!

— STAND OUT FROM THE REST ON THE BIG SCREEN —

— STEP 1 —

EMAIL SCOTT GRIGOR:

SGRIGOR@NE-EQUIP.COM

WITH THE SUBJECT LINE:

NYFS 2022 JUMBOTRON AD

(BEFORE 12/30/2021)

— STEP 2 —

GO TO THIS ADDRESS:

WETRANSFER.COM

AND SEND YOUR VIDEO TO:

NYFS@WMCSTUDIOS.COM

(STATIC IMAGES REJECTED - SEND VIDEO ONLY!)

VIDEOS LIMITED TO 2 MINUTES (MAX 2GB) — FORMATS ACCEPTED: .MP4 .MPEG .MOV .AVI



EMBASSY SUITES

by HILTON™

EXHIBITORS HOTEL

NEW YORK FARM SHOW 2022



SPECIAL EXHIBITOR RATE OF \$109.00

ASK FOR GROUP CODE **NYF** WHEN RESERVING YOUR ROOM

ROOM RATE INCLUDES:

COMPLIMENTARY FULL MADE TO ORDER BREAKFAST/
REGISTERED GUESTS ONLY LOCATED IN BREAKFAST AREA.

COMPLIMENTARY RECEPTION EVENINGS FROM 5:30PM TO 7:30PM
(EXCLUDING SUNDAY) FEATURING YOUR FAVORITE BEVERAGES & SNACKS

COMPLIMENTARY WI-FI, PARKING, INDOOR POOL, & FITNESS CENTER

6646 OLD COLLAMER RD. EAST SYRACUSE, NY 13057 (315) 446-3200



YOUR TRIP TO THE **FARM SHOW** JUST GREW A LITTLE SWEETER



SWEET RATE FOR NEW YORK FARM SHOW ATTENDEES

\$89

USE CODE NFS

This great rate includes:

- Complimentary Express Start Hot Breakfast
- Building-Wide WiFi
- Indoor Heated Pool
- Fitness Center
- Onsite Coin-Operated Laundry
- IHG Rewards Points

PLUS:

- In-room Keurig Coffee Maker
- Refrigerator and Microwave (most rooms)
- Shuttle Service to any location within a 3 mile radius of our hotel including Hancock Airport and the Amtrak/Greyhound station
- Located at Hancock Airport and directly off Interstate Route 81 and the NYS Thruway
- 6 minute drive to Destiny USA
- 12 minute drive to NYS Fairgrounds

BOOK TODAY!

Holiday Inn Express Syracuse Airport
5418 South Bay Road, Syracuse 13212

315-454-0999

AREA HOTELS AND MOTELS:

1. Embassy Suites

6646 Old Collamer Road, East Syracuse, NY 13057
(315) 446-3200

2. Holiday Inn Express Syracuse Airport

5418 South Bay Road, Syracuse, NY 13212
(315) 454-0999

www.Hlexpress.com/SyracuseNY

Includes: Meeting room, indoor pool, fitness center, wireless internet and courtesy shuttle to and from the airport

3 Hampton Inn Syracuse North

1305 Buckley Road, Syracuse, NY 13212
(315) 457-9900

syracusenorth.hamptoninn.com

Includes: Complimentary hot on the house full breakfast, complimentary hi-speed internet, indoor pool with hot tub, fitness center, treat shop, free parking, on-site laundry, complimentary USA Today, four miles from NY State Fairgrounds

4. Homewood Suites by Hilton

275 Elwood Davis Rd, Liverpool, NY 13088
(315) 451-3800

Call for Special Rate

Includes: Free Wi-fi, Free breakfast, Free parking, Pool, Air-conditioned, Laundry service

5. Extended Stay America

6630 Old Collamer Rd
East Syracuse, NY 113057
315.463.1958

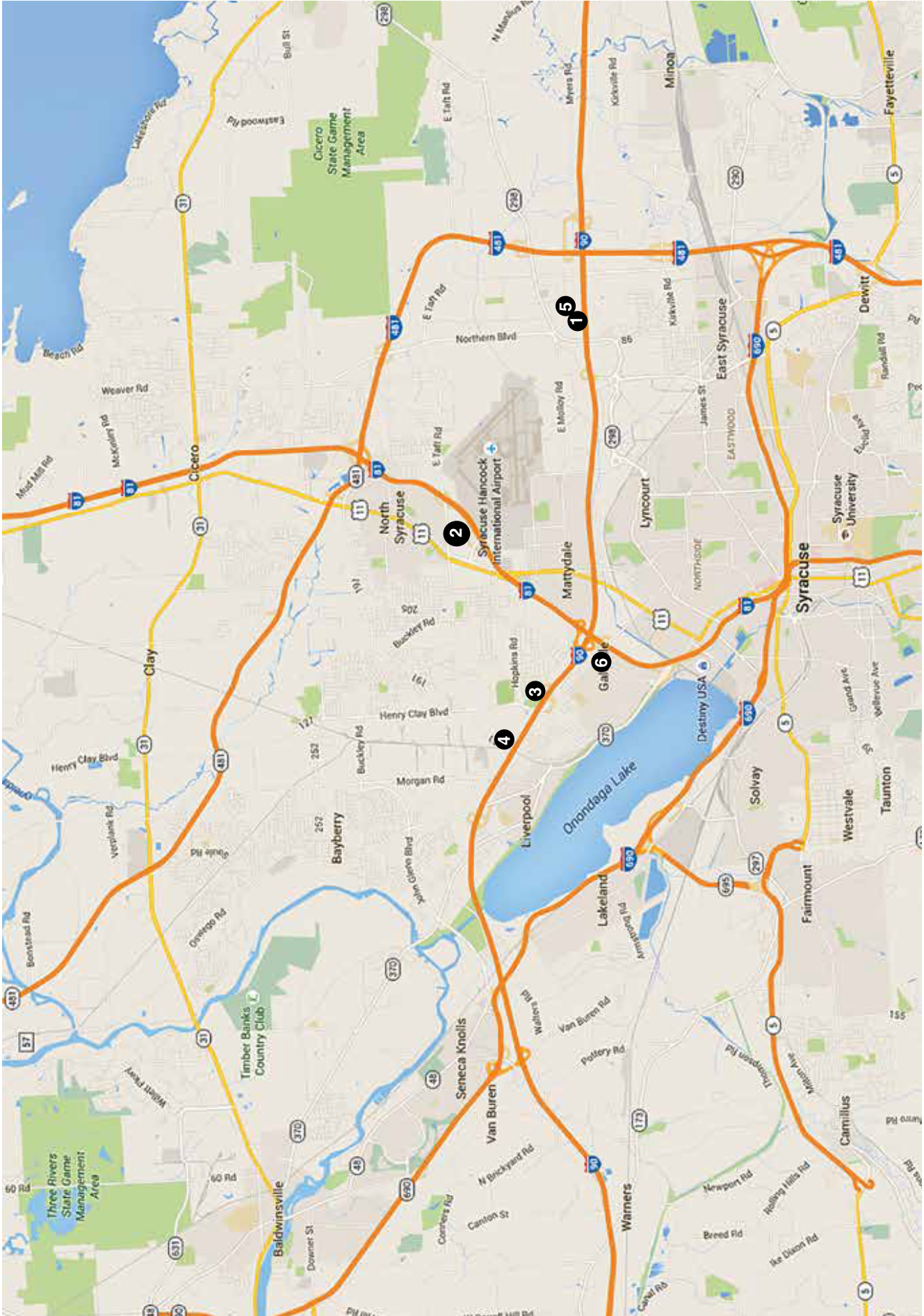
extendedstayamerica.com

Includes: Fully equipped kitchen with full size fridge, range top, microwave, coffee maker. Free Grab and Go breakfast, Free Wi-fi, On-site Guest Laundry, Flat screen TVs, All Utilities included.

6. Super 8

421 7th N St, Liverpool, NY 13088
(315) 451-8888

Includes: Free Wi-fi, Free breakfast, Free parking, Free Breakfast



The New York State Fairgrounds is on Interstate 690, Exit 3, Route 297 - The phone number during the show ONLY is 315-487-7711 Syracuse, New York



NEW YORK FARM SHOW® 2022

FEBRUARY 24-26, 2022
SYRACUSE, NEW YORK



Display Net Advertising Rates			
	B/W	2/C	4/C
Full Page*	\$3,165	\$3,905	\$4,410
3/4 Page*	\$3,045	\$3,520	\$3,980
Junior Page*	\$2,650	\$3,220	\$3,260

*Spreads available. Contact your sales representative.

Marketplace Net Advertising Rates			
	B/W	2/C	4/C
1/2 Page +	\$1,700	n/a	\$2,095
1/3 Page +	\$1,360	n/a	\$1,675
Bottom Banner +	\$1,190	n/a	\$1,555
1/4 Page +	\$845	n/a	\$1,120
1/6 Page	\$700	n/a	\$1,085
1/8 Page	\$520	n/a	\$905
1/12 Page	\$390	n/a	\$775
1/16 Page	\$260	n/a	\$635
Business Ad	\$210	n/a	n/a

+ Upgrade to Display Placement, add \$250

**Contact your Farm Progress rep
or
don.tourte@farmprogress.com
(212) 600-3604**



NewYorkFarmShow.com

Bonus Distribution: 14,000

The Official Program of the 2022 New York Farm Show will be bound into the **February** issue of **American Agriculturist** including ME, NH, VT, MA, RI, CT, NY, PA, DE, NJ and MD — total circulation 10,788. An additional 14,000 programs will be distributed to attendees of the 2022 New York Farm Show. Support your show presence by showcasing your exhibit with an ad in this important issue.

Issue Date: February 2022

Close Date: January 7, 2022

Materials Date: January 14, 2022

Send materials to <https://informa.sendmyad.com>

Full Page* 10.25" × 12"	Junior Page 7" × 8.25"	3/4 Page H 9.5" × 8.25"

Trim size: 10.25" × 12" *Bleed size: 10.5" × 12.25"

1/2 Page H 9.5" × 5.5"	1/3 Page H 9.5" × 3.5"	1/3 Page V 4.625" × 7.25"
Bottom Banner 9.5" × 2.75"	1/4 Page V 4.625" × 5.5"	1/6 Page H 4.625" × 3.5"
1/8 Page H 4.625" × 2.625"	1/8 Page V 2.25" × 5.5"	1/12 Page V 2.25" × 3.5"
1/16 Page H 4.625" × 1.25"	1/16 Page V 2.25" × 2.625"	Business Ad 2.25" × 1.5"

2022 New York Farm Show — Official Show Program

Orders, Contracts and Ad Materials

Email all contracts, insertion orders and materials as follows:

Display orders: display.orders@farmprogress.com

Marketplace orders: market.orders@farmprogress.com

Submitting electronic files for print ad materials

The preferred method of receiving files is through the ad delivery portal powered by **SendMyAd** — a revolutionary online system designed to ensure error-free ad submission. First time users of SendMyAd will need to register — both registration and login can be done at <https://informa.sendmyad.com>.

The preferred file format for delivery is PDF/X-1a.

If you cannot use SendMyAd, a PDF/X-1a formatted PDF can be sent to displaymaterial@farmprogress.com — Color match proofs are not required, but will be used if provided. Send to: Farm Progress, 255 38th Avenue, Suite P, St. Charles, IL 60174-5410, Phone: (630) 524-4556

Mechanical Requirements

- Total ink density of images should not exceed 300%.
- Ads with bleed should not extend 0.125" beyond the trim.
- All live matter not intended to bleed should be kept 0.25" from trim. Spread ads should allow a total of 0.1875" safety in gutter.
- All color and grayscale photos should be actual size at a minimum 240 dpi and saved as TIFFs.
- Please refer your ad production questions to Mike Mack at mike.mack@farmprogress.com.

Preferred Format	Acrobat PDF*	Comments
	PDF/X-1a	Version 1.3
Other Formats	Page Layout Program	
	Adobe InDesign	Use extension .INDD, Package for Output.
	Photo File Formats	
	TIFF	Use CMYK, Grayscale, or Bitmap. No RGB.
	Photoshop EPS	Use ASCII Encoding, 8-Bit TIFF Preview.

*All PDFs are considered "final output" and cannot be edited. PDFs that are non-compliant to the PDF/X-1a or press-ready standards will be returned to client for corrections.

General Policies and Conditions


- It is understood and agreed that all orders must conform with the conditions set forth in this rate card. We reserve the right to eliminate from all orders any clauses which do not comply.
- All advertising is subject to publisher's approval. We reserve the right to refuse copy. Inserts must be approved in advance. Customers who choose not to send a sample in advance will be responsible for any mechanical or postage charges incurred if any requirements are not met.
- Orders accepted at rates prevailing when advertisement is scheduled to appear. Cash discounts are not allowed.
- All payments must be in United States currency.
- Publisher reserves the right to hold an advertiser and its agencies jointly liable for payments due.
- Our liability on any advertisement is limited to the net space cost of that advertisement.
- Agency commission is 15% to recognized advertising agencies supplying print-ready material. Agency commission does not apply to classified advertisements.
- For ads built by publisher, proofs will be returned for approval provided material is received prior to advertising closing date. Advertisement will appear as built without liability unless written revisions are received by closing date.
- Editorial-style copy will be labeled with the word "advertisement."
- No changes or cancellations accepted after closing date.
- Position requests are not binding unless confirmed by us in writing.
- We are not liable for copy that bleeds off the page due to normal binding and trimming.
- Advertising material will be discarded one year from last date of insertion.
- Non-compete policy: Farm Progress reserves the right to withhold services from any company it determines to be a direct competitor. This policy generally applies to companies who offer print and/or digital advertising, direct marketing, and/or trade shows within the same agricultural markets served by Farm Progress.
- Discounts are based on gross dollar volume for space and color during a specified 12-month period for any corporation and its wholly-owned subsidiaries. Any discount adjustments, up or down, will be made at the end of the contract year based on actual dollar volume. Dollar-volume discounts are based on gross expenditures and paid on net dollars.

DON'T MISS THIS FREE PROMO DEADLINE!

You know it. We know it. Your new products and technologies are the biggest reasons why thousands of full-time farmers travel to New York Farm Show from all over the Northeast and Canada. So help us help you boost your visibility at the 36th show — Feb. 24, 25 and 26, 2022 — **for free!**

As co-sponsor, *American Agriculturist* puts 39,000 copies of the official New York Farm Show program in the hands of all visitors — plus all farmers receiving the magazine. And, we feature them on the magazine's website. That's **triple coverage in advance!** Plus, we **quadruple coverage** with the NewYorkFarmShow.com website. Here's a sample of how we showcase new products and technologies.

'Max' your visibility

It's a great opportunity that's easy — and free. Just email details about  your most important new product for the show on the accompanying sheet, plus a high-resolution (greater than 1 MB) color jpeg photo to chris.torres@farmprogress.com. **This must be the first time you're introducing that product at New York Farm Show.** Sorry, we can't print from product brochures.

Send your new product info to us **no later than Tuesday, Dec. 7**. Submit them now — long before the Christmas rush arrives. One crucial tip: If you pass this up through your corporate channels, make sure your marketing communications lead delivers it. See you at New York Farm Show!

Chris Torres

Chris Torres, Editor

Complete the following New Product Section Request form

[illegible]

Official Program/New Product Section Request
It's your FREE opportunity to promote a new product
In our multi-level marketplace!

Deadline is Tuesday, Dec. 7, 2021! But don't wait!
Early new product entry guarantees you'll be included.

Company Name: _____

Exhibit Contact Person: _____ Email: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: (____) _____ Fax: (____) ____ - _____

Website: _____

Product Name: _____

Product Description: _____

Suggested retail value: _____

NY Farm Show exhibit building & lot no.: _____

E-mail to: chris.torres@farmprogress.com

Mail to: ***American Agriculturist***
P.O. Box 734
Richland, PA 17087

Syracuse Technologies



**We can provide you with any and all Audio-Visual needs for
the New York Farm Show!**

- LED Displays
- Video Projectors / Screens
 - Laptops
- Audio Support

Please call us at: (315) 679-5360

Or email: rentals@cusetech.com

www.cusetech.com

Pricing for the New York Farm Show includes
delivery, set up, pickup &
your equipment for the 3-day event

GENERAL INFORMATION AND SERVICES

Show Promotion

The New York Farm Show agrees to provide show promotion and publicity for the show. This will include distribution of general show publicity items in reasonable quantities to exhibiting companies at no charge including press releases, logo slicks, and other literature on the New York Farm Show.

Floor Plan

The New York Farm Show may, at any time, change the size or location of the exhibitor's space or layout of the exhibition if the New York Farm Show deems it necessary for the good of the show.

Contract Procedure

Exhibit space in the New York Farm Show is assigned by contract/invitation only. If several independent companies will share the space, this must be so indicated; likewise, if subsidiaries or divisions of a company are to be listed as exhibitors, their names should be furnished in the application and on the Exhibitor Registration form for badges. The New York Farm Show reserves the right to reject applications for space, if in the best interest of the show.

Space Assignment

Space assignments will be as provided to exhibitors after acceptance of the contract issued by the New York Farm Show. Notice of any changes in space assignments after acceptance will be provided to exhibitors at least one week prior to the show. The New York Farm Show reserves the right to change such assignments in the best interest of the show.

Audio Visual

Those Exhibitors requiring audio-visual equipment or service should contact:

Syracuse Technologies Corporation
5 Lumber Way
Liverpool, NY 13090
Phone: (315) 679-5360
Email rentals@cusetech.com website www.cusetech.com

Use of Sound Devices.

The sound volume must be maintained at a level so as to avoid any interference with neighboring exhibitors and when objections are noted, it may be necessary for the Exhibit Manager to prohibit the use of sound devices or limit operation to short-time periods. Use of sound slides, sound motion pictures, loudspeakers and other sound devices is subject to the approval of the New York Farm Show. Use of motion pictures and slides will be permitted only if they are directly related to products, services, techniques, or application.

Booth Cleaning

The New York Farm Show provides general hall cleaning at the close of the show each day. Exhibitors are requested to place all trash and other debris in the aisles for pickup as general cleaning personnel are not allowed to enter an exhibit area. Additional booth cleaning and vacuuming is available from the New York Farm Show at an additional charge. Exhibitors should complete Form #5 to order this service.

Electrical Service

Exhibitors are to complete Form #2 to order this service. All wiring within the exhibit must meet general code specifications. Any technical question should be directed to the New York Farm Show.

Exhibitor Admittance/Non-Show Hours

Booth representatives will not be permitted to enter the exhibition earlier than one hour before scheduled opening each day, except on opening day, and will not be permitted to remain in the exhibition longer than one hour after the closing each night, with the exception of the final night. This is to assure maximum security for the open exhibits and merchandise.

Exhibitor Promotional Activities

Any exhibitor wishing to conduct any type of drawing must complete Form #4. The drawings must be approved by the New York Farm Show which reserves the right to cancel the contract of any exhibitor that is deemed to be guilty of any act that is against the best interests of the New York Farm Show. Free tickets and posters on request for the Show by completing and returning Form #7

Exhibitor Registration

To speed your advance requests for exhibitor badges, you must submit completed information on Form #3 by the deadline. Badges will be available for pickup at the Show Office during move-in. Late exhibitor badge requests and changes can also be processed at this location. Exhibiting companies may be invoiced one dollar (\$1.00) for every badge over 10. THERE WILL BE A \$5.00 CHARGE FOR EACH BADGE MADE AT THE SHOW.

Fire Safety Regulations

FIRE MARSHAL REQUIREMENTS. The following are the Fire Marshal's minimum fire safety requirements and shall be applied at all shows, trade, commercial or otherwise, and shall apply whether the exhibit is open or closed to the public.

- (a) The display and operation of any cooking or heat producing appliances, pyrotechnics, use or storage of flammable liquids, compressed gases, or any other item or process deemed hazardous by the Fire Marshal must have advance approval by the State Fire Marshal's representative.
- (b) Any motor vehicles, powered equipment, tools, etc. on display shall have their batteries disconnected.
- (c) No parking of any vehicles unless approved is allowed in the building. Cars and trucks shall be removed immediately after loading or unloading.
- (d) Decorations and displays shall not block or impede access to fire protection equipment (sprinklers, exit markings, exit doors or emergency lighting equipment).
- (e) Aisles and exit doors shall be maintained free of all obstructions and unlocked for immediate use in the event of an emergency, during hours of occupancy. The use of chains and locks on doors equipped with panic hardware is prohibited.
- (f) Signs approved by the representative designating exits and the direction of travel to exits shall be provided by the lessees and in place prior to the show opening.
- (g) Additional fire extinguishers may be required at the discretion of the Fire Marshal's representative.
- (h) All electrical devices and installations shall be made in accordance with the applicable provisions of the National Electric Code. All devices must be listed by Underwriters Laboratories.
- (i) Any electrical extension cords used shall be of the heavy duty type. Light weight cords of the lamp cord variety are prohibited and are subject to confiscation.
- (j) All other fire safety laws, regulations and codes that have been duly adopted shall be adhered to by all lessees, exhibitors and show personnel.

Insurance

Exhibitors are required to provide liability insurance and hold harmless the New York Farm Show and its representatives. Please see Terms and Conditions for complete details on requirements.

Payments/Space Charges

Exhibit spaces available at the New York Farm Show are divided into 10' x 10' divided booths. Multiples of 10' x 10' are also available.

Deposit must accompany return of the space contract to guarantee the assigned exhibit space.

Services

Complimentary services are provided to all exhibitors, as follows:

- Free loading and unloading of equipment
- Free washing of equipment
- Appreciation Banquet

Show Program

The official New York Farm Show program will be distributed at the Show.

Internet/Wifi

Highspeed Wireless Internet Service for the 3 day event is available. Exhibitors are to complete Form #8 to order this service.

Concessions

The serving of alcoholic beverages and/or food or other beverages by the exhibitors within the exhibit hall is prohibited, unless special permission is received from the Exhibit Manager.

Balloons

There shall be no sale or give-away of balloons of any type, helium or otherwise. Gummed labels or stickers for promotion are also prohibited.

Contractor's Services

All services, including but not limited to furniture, carpeting, drapery, electrical, storage, Internet/WIFI and other special required services can be arranged through the New York Farm Show. The Exhibitor Guide Book provides the proper forms for ordering such services.

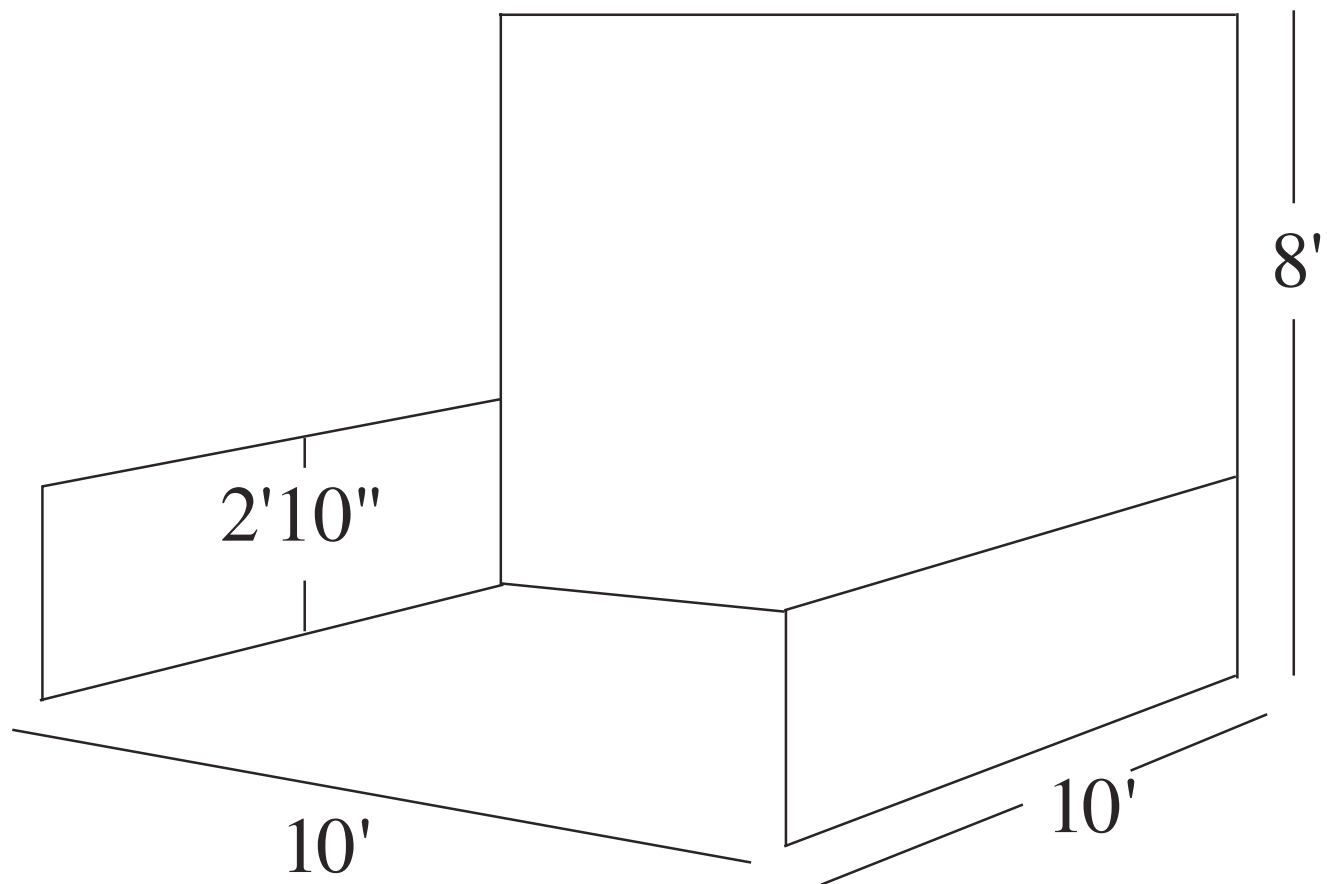
Exhibitor Information

Exhibitor shall furnish the New York Farm Show with any information in writing that may be reasonably requested by the New York Farm Show in connection with the show.

Hazardous Materials

Please be advised that no chemicals or hazardous materials of any kind are allowed in or near the vicinity of the show. This is in concurrence with the E.P.A. and D.E.C. rules and regulations. Should you wish to display containers, you must do so using empty containers only. They cannot be filled with hazardous products or chemicals and brought into the show area. Failure to comply with this safety regulation could result in severe penalties and exclusion from the show.

STANDARD DISPLAY BOOTH



note: inside dimensions, deduct 2"

Back wall height 8'0"

Side rail height 2' 10"

DEMONSTRATIONS OR ENTERTAINMENT

REGULATION:

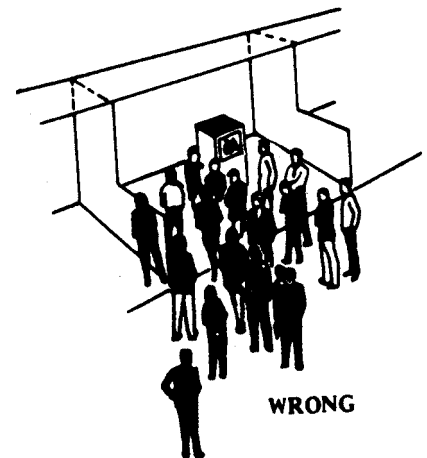
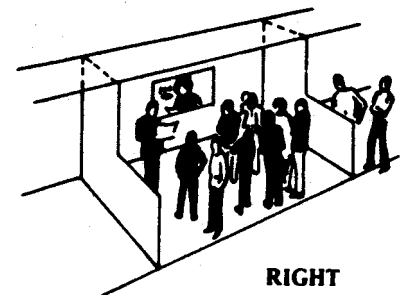
Do not place your demonstration on the aisle line of your exhibit if you expect many people to congregate at one time. Leave space within your own exhibit area to absorb the majority of the crowd. Should spectators interfere with the normal traffic flow in the aisle or overflow into the exhibits of your neighbors on each side or across the aisle, the Show Management will have no alternative but to request that you limit or eliminate the presentation.

SOUND:

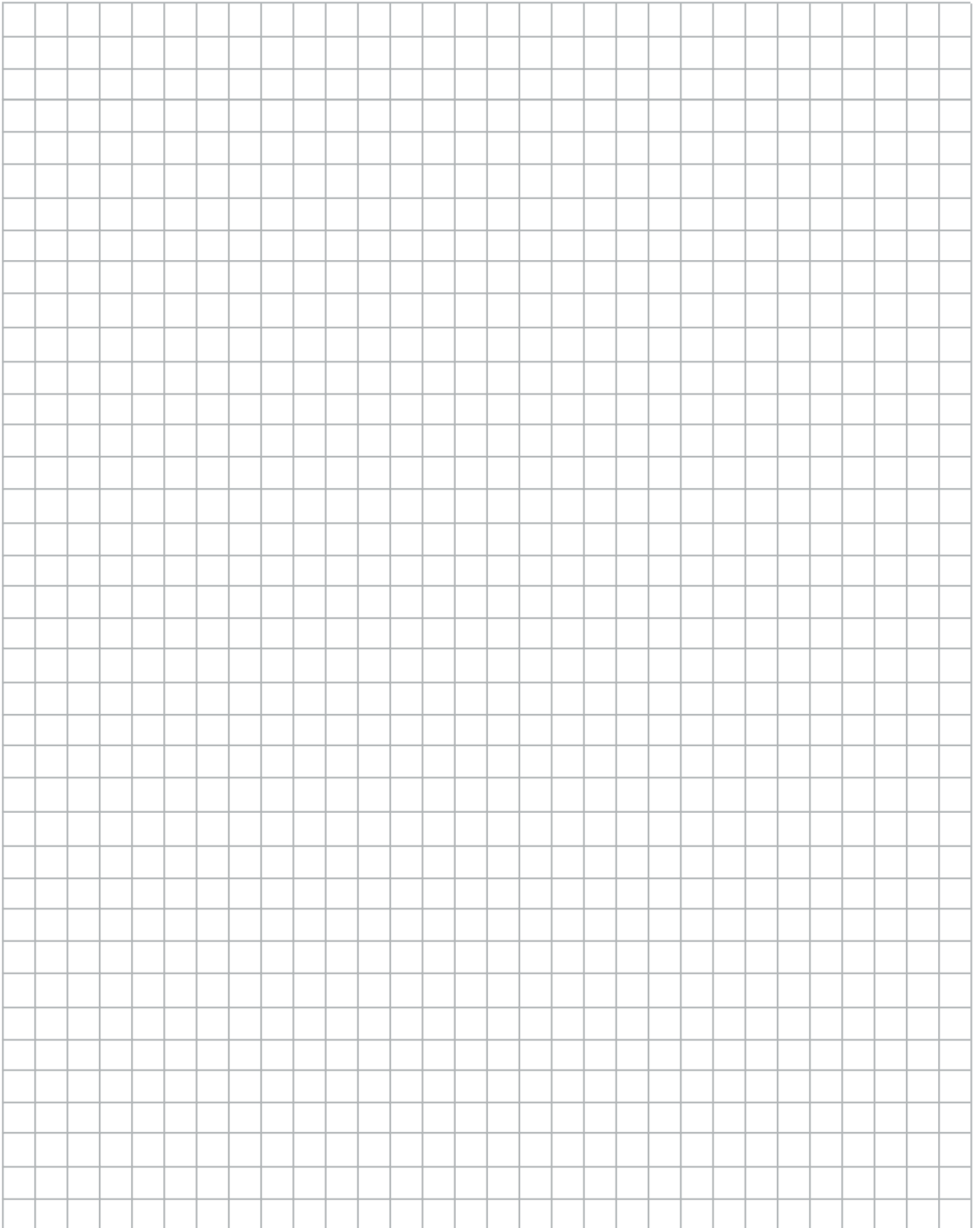
Police your own booth to be sure the noise level from any demonstrations or sound systems is kept to a minimum and does not interfere with others. Remember the use of sound systems or equipment producing sound is an exception to the rule, not a right. Show Management reserves the right to determine at which point sound constitutes interference with others and must be discontinued.

INTENT:

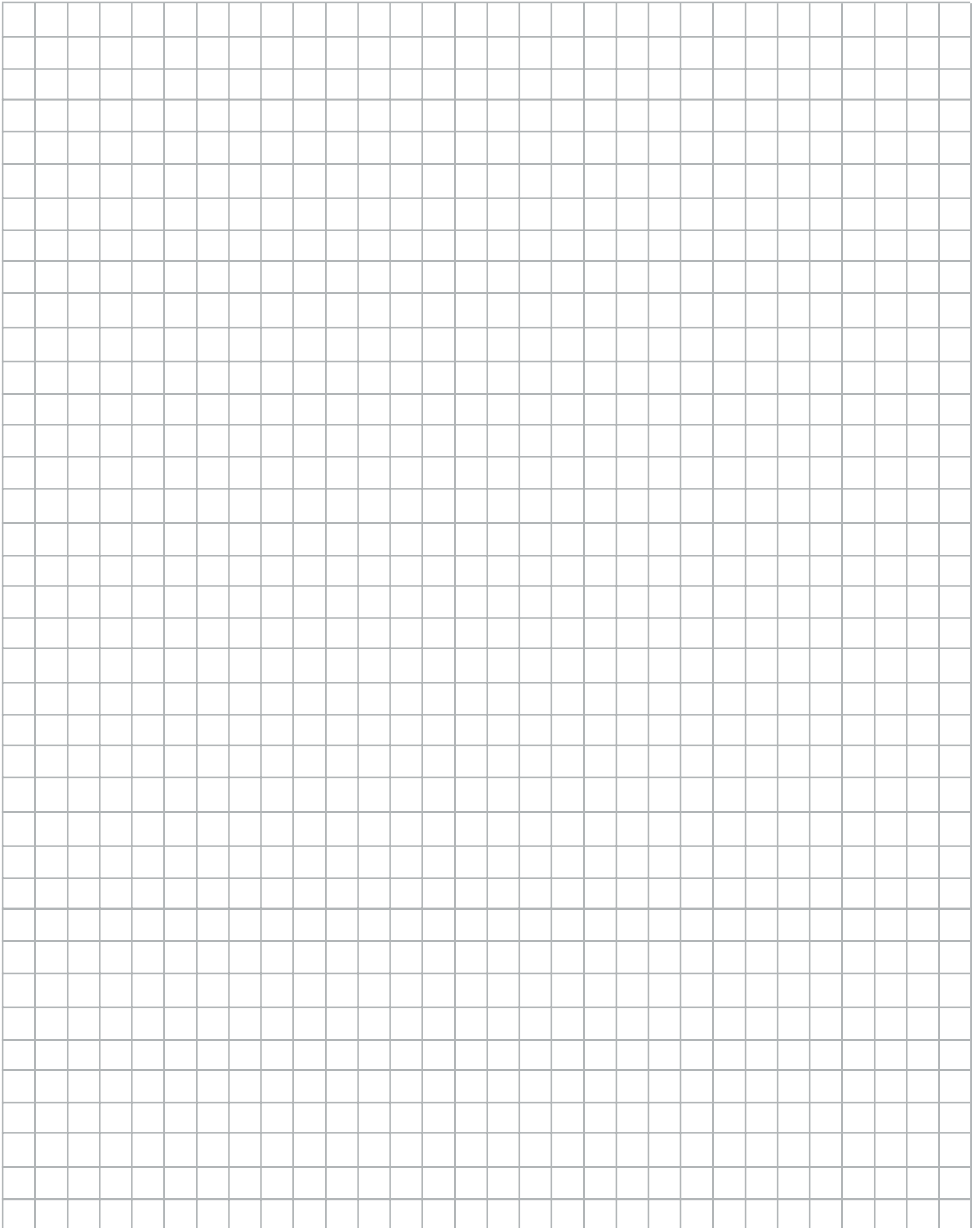
The aisles are the property of all the exhibitors; therefore each exhibitor has the responsibility to assure proper flow of traffic through the entire show. When large crowds gather to watch a demonstration or entertainment and interfere with the flow of traffic down aisles or create excessive crowds in neighboring booths, this is an infringement on the other exhibitors' rights. Aisles must not be obstructed at any time.



DESIGN YOUR BOOTH LAYOUT HERE FOR FASTER SET-UP



DESIGN YOUR BOOTH LAYOUT HERE FOR FASTER SET-UP



Terms and Conditions

1. GENERAL

(a) **MANAGEMENT** - The word "management" refers to the New York Farm Show, Inc., its owners, employees, or agents acting on its behalf in the management of the exhibit.

(b) **ELIGIBILITY** - Management has the right to determine the eligibility of any company or product for inclusion in the exhibit.

(c) **COMPLIANCE WITH RULES AND REGULATIONS** - Exhibitor agrees to comply with all laws, ordinances, rules, regulations, and contract provisions that are applicable to use of the Exhibition Space, including, but not limited to the rules and regulations adopted from time to time by Management.

(d) **COMPLIANCE WITH THE A.D.A.** - Management does not discriminate on the basis of disability in the admission or access to the New York Farm Show. Scott Grigor - 315-457-8205 has been designated to coordinate compliance with the requirements contained in the Americans with Disabilities Act (A.D.A.). It is the responsibility of the Exhibitor to ensure that its exhibit(s) are accessible and comply with the A.D.A.

2. EXHIBITION SPACE

Management hereby permits Exhibitor to use and occupy the exhibition space at the New York State Fairgrounds (the "Building") described in the "Spaces Assigned" section on the front side of this Contract or such comparable space as Management reasonably may substitute therefore (The "Exhibition Space"), for and during the New York Farm Show on Show days.

3. RENT AND PAYMENT

Exhibitor agrees to pay Management as rental for the Exhibition Space the amount as referenced on the front page of this Contract. Exhibitor shall not be entitled to use the Exhibition Space until the rental is paid in full. Management may terminate this Contract by giving verbal or written notice to Exhibitor if rental is not paid in full by ten (10) days before show start date.

4. HOURS AND ADMISSION

(a) **SHOW HOURS** - The exhibit will be open to visitors from 8:30 A.M. to 4:00 P.M. on all days of the show and Exhibitor will staff the Exhibition Space with at least one representative during such times.

(b) **ATTENDANCE** - Management shall have the sole control over admission policies. All persons visiting the exhibit area, including exhibitor representatives, will be required to register.

(c) **ADMITTANCE DURING NON-SHOW HOURS** - Without permission from Management, representatives of Exhibitor will not be permitted in the exhibit area between 5:00 P.M. and 7:30 A.M. on show days.

5. INSTALLATION OF EXHIBITS

(a) **PRICE OF SPACE** - Includes spaces, draping, one 110 volt, 500 watt, duplex outlet, carpeted aisles (color coordinated with draping), aisle cleaning service, forklift truck service, and an unlimited supply of admission tickets for customers and prospects.

(b) **ADDITIONAL EXHIBIT FURNISHINGS AND SERVICES** - Additional decorations, furniture, floor coverings, fixtures, and exhibit accessories may be provided by the Exhibitor or may be rented from Management, if available, at rates established by Management. Indicate below if you have additional needs; _____

(c) **INSTALLATION AND DISMANTLING** - Installation of exhibits will begin at 8:00 A.M. Tuesday before the show opens and must be completed by 8:00 A.M. on the opening day of the show. Exhibitor will be provided a move-in time approximately two weeks prior to the show. Exhibitor will not be allowed to remove his exhibit or any essential part of it before 4:00 P.M. on the last show day. The hours for dismantling and removing exhibits are between 4:00 P.M. and 10:00 P.M. on the day the show closes. Exhibitor shall be liable for all storage and handling charges resulting from leaving material in the Building after 10:00 P.M. on the day the show closes.

(d) **LABOR** - Installation and dismantling of exhibits must be done by Exhibitors' personnel.

6. USE OF SPACE

(a) **MANAGEMENT AUTHORITY** - Management reserves the right to reject, eject, or prohibit any exhibit in whole or in part, or Exhibitor, or his representatives, with or without cause. If Management gives Exhibitor a reason for such action, Exhibitor will not have any rights to a refund or any

other damages or remedies. In all other cases, Exhibitor's sole remedy will be a refund of the unearned portion of any rental period to Exhibitor by Management under this Contract.

(b) **SOLICITING AND COSTUMES** - All demonstrations or other promotional activities must be confined to the Exhibition Space. Sufficient space must be provided within the Exhibition Space to contain persons watching demonstrations and other activities. Exhibitor is responsible for keeping the aisle near his Exhibition Space free of congestion due to his activities. Exhibitor's representatives wearing distinctive costumes or uniforms, or carrying banners or signs separately or as a part of their apparel shall not work in other than the Exhibition Space. Exhibitor's representatives may not appear in clothing that the Management deems excessively revealing.

(c) **DISTRIBUTION OF SAMPLES AND SOUVENIRS** - Samples, souvenirs, publications, etc. may be distributed by Exhibitor only from within the Exhibition Space.

(d) **NOISE, ODORS, SIGNS** - Excessively noisy or obstructive work will not be permitted during the open hours of the exhibit, nor will excessively noisy operating displays, objectional odors or offensive illuminations of signs or displays be allowed in connection with the Exhibition Space.

(e) **CONTESTS** - Management shall be informed in advance of games and prize drawings planned for in-exhibit operation.

(f) **SUBLETTING** - Exhibitor may not assign nor sublet this Contract, or permit others to use the Exhibit Space, without the knowledge and consent of Management, which may be withheld in its sole discretion.

(g) **EXHIBIT DESCRIPTION** - Exhibitor will be required to submit, in advance a brief description of this exhibit.

7. LIABILITY

(a) **CARE OF THE BUILDING** - Exhibitor is liable for any damage caused to the building, standard exhibit equipment, or the property of others, by him, his agents, employees, or invitees.

(b) **CANCELLATION/ NO SHOW/UNABLE TO ATTEND** - All payments made to Management are non-refundable upon receipt. Management has the right to relocate Exhibitor to comparable spaces other than those specified by the Exhibitor. Management shall have no liability to Exhibitor if Management postpones or cancels the New York Farm Show because of Acts of God, accident, fires, weather, or interruptions of whatever nature beyond the reasonable control of Management.

(c) **LIABILITY** - Exhibitor agrees that Management shall not be responsible for any loss, damage, bodily injury, sickness, mental anguish or death that may occur to the Exhibitor or his employees, representatives, agents, or invitees to his property, from any cause whatsoever and the Exhibitor agrees to defend, indemnify, and hold forever harmless the Management, its employees, officers, directors, and agents, from all loss, liability, expense and penalty, including attorney's fees, on account of personal injury or damage to property sustained by the Exhibitor or by any person or persons arising out of, during, or in connection with this Contract for the New York Farm Show, except to the extent such injury or damage is due to the gross negligence or willful misconduct of Management, its employees, officers, directors, agents, or any other person. Exhibitor must submit to Management, at least two weeks prior to the show, a certificate of liability insurance. Such certificate shall name Management as an additional insured, provide evidence of coverage in an amount not less than one million dollars (\$1,000,000) for injury to or death of any number of persons arising out of any one occurrence and not less than one million dollars (\$1,000,000) for property damage arising out of any one occurrence or one million dollars (\$1,000,000) combined single limit and state that the policy cannot be cancelled or changed upon less than 10 days prior written notice to Management.

(d) **AMENDMENTS** - Any matters not specifically covered by the preceding terms and conditions shall be subject solely to the decision of Management. These terms and conditions may be amended at any time by Management, provided that amendments shall not substantially diminish the rights or increase the liability of the Exhibitor. No other amendment will be binding on Management without its express written consent. This contract contains the entire agreement of the parties with respect to the subject matter contained herein and supersedes any previous agreements, understandings or communications.

(e) **CHOICE OF LAW/VENUE** - Any and all legal action related to this Contract shall be governed by New York law without application of the choice of law rules or provisions thereof.

Trade Show Schedule

Action	By Whom	Date
5 MONTHS PRIOR TO THE SHOW		
Select space		
Mail contract and deposit	_____	_____
Perform a market analysis	_____	_____
Choose a theme, set objectives, develop the message outline	_____	_____
Consider competitive offerings and decide on booth strategy	_____	_____
Include all department heads in planning	_____	_____
Commit the show plan to writing	_____	_____
Consult with agency or display builder	_____	_____
Establish a realistic show budget	_____	_____
Preliminary booth staffing	_____	_____
Make preliminary travel plans, flights and hotel	_____	_____
Check the rules of the show against the show plan	_____	_____
4 MONTHS PRIOR TO THE SHOW		
Finalize booth design/submit for approval if necessary	_____	_____
Check collateral materials - reorder, if required (Ship to office, not show site)	_____	_____
Order all supplies and equipment needed for booth	_____	_____
3 MONTHS PRIOR TO SHOW		
Send in requested show forms	_____	_____
Check exhibitors' kit for forms to cover equipment, carpet, furniture, plants, electricity	_____	_____
Arrange for the shipment of all:		
Literature	_____	_____
Samples	_____	_____
Give-a-ways	_____	_____
Exhibit materials	_____	_____
Preshow promotion, mailings, trade press advertising, press kits	_____	_____
Prepare press releases	_____	_____
1 MONTH PRIOR TO THE SHOW		
Pre-erect your display	_____	_____
Reconfirm hotel/flights	_____	_____
Schedule a training session	_____	_____
Check booth supplies	_____	_____
Prepare briefing book	_____	_____
Recheck shipping arrangements	_____	_____
Confirm exhibitors' service kit for shipping dates	_____	_____
Erect the exhibit on the first day of the show	_____	_____

Pre-Show Exhibit Planning Checklist

- ___ Are your exhibit objectives specific?
- ___ Can success in achieving them be measured?
 - ___ Should your booth help you meet new prospects?
 - ___ How many new customers would be a realistic goal?
 - ___ Will you introduce a new product?
 - ___ Get sales leads for field force?
 - ___ Research the market for new services or products?
 - ___ Build new mailing lists?
 - ___ Make direct sales?
 - ___ What dollar volume would be a realistic goal?
 - ___ Signing up new dealers or distributors?
 - ___ Establish new market position in the industry?
 - ___ Polish the corporate image?
 - ___ If so, what specific image do you want to project?
- ___ Which shows attract your best prospects or customers?
- ___ Is your market concentrated in specific sections of the country?
- ___ Which sales regions are strong?
- ___ Which might benefit from "hipe" of trade show participation?
- ___ Will distributors or dealers participate in your booth?
- ___ Which show best fits the exhibit objectives you've established?
- ___ Which show dates conform to your customers' budgeting timetables?
- ___ Which show site is closest to your market concentration or targeted territory?
- ___ Which show might aid problem sales territories?
- ___ Which convention programs might best attract your prospects?
- ___ Is list of exhibitors in previous shows available?
- ___ How do other exhibitors rate show management?
- ___ Does show management promote attendance?
- ___ does it deliver the audience it promises?
- ___ Are trade show visitors limited or qualified?
- ___ What caliber suppliers does it hire?
- ___ Does it consider exhibitor needs and problems?
- ___ Does it create a good show schedule with convenient move-in/move-out dates?
- ___ Are labor rules fair and realistic?
- ___ Does it try to minimize conflicts between convention and exhibit schedules?
- ___ Will management work to boost exhibit hall attendance?
- ___ Is the show audited?
- ___ Is show registration breakdown by industry and job title available?
- ___ Is there time for you to visit prospective shows in progress?
- ___ How is show space allocated?
- ___ How far in advance must you reserve exhibit space?
- ___ Must management approve your exhibit plans in advance?
- ___ Will you coordinate your exhibit program with other company departments?
 - ___ Advertising?
 - ___ Factory production?
 - ___ Sales promotion?
 - ___ Shipping?
 - ___ Traffic?
- ___ Have you read the exhibitor's manual carefully?
- ___ Have you read carefully all the service request forms supplied by show management?
- ___ Have you assessed all of your exhibit decorating and supplier needs before move-in time?
- ___ Do you realize late or changed orders to suppliers are very expensive?
- ___ How many electrical outlets will you need?
- ___ What voltage and current will you require?
- ___ What office equipment will you need?
 - ___ Wastebaskets?
 - ___ How many chairs?
- ___ What type of flooring will you use?
- ___ What special labor requirements might affect you?
- ___ Can you set up your own booth?
- ___ Make simple electrical hookups?
- ___ What are normal working hours; when does ertime pay period begin?
- ___ Any other union regulations which might affect your exhibit?
- ___ Need any services or products not listed in your manual?
- ___ What is the height and width of exhibit hall entrances?
- ___ What is the floor load?
- ___ Have you noted all the important dates of your show, not just public attendance days?
- ___ Do any of these involve holidays or weekends - at premium labor rates?
- ___ What is show management policy on tips?
- ___ Are you permitted to rent space outside the official exhibit area?
- ___ Must all hotel space reservations be cleared with show management?
- ___ Any restrictions on music, entertainment or noise levels in your booth?
- ___ What insurance coverage does the show have?
- ___ Does your corporate liability policy cover you and your exhibit?



The Farm Show Council represents the best of the best!
When you're looking for quality, start here.

2022

JANUARY

26 - 27 Midwest Ag Expo

FEBRUARY

1 - 3 Spokane Ag Expo
2 - 4 Southern Farm Show
8 - 10 World Ag Expo
9 - 12 National Farm Machinery Show
24 - 26 New York Farm Show
25 - 27 Western Farm Show

MARCH

9 - 11 London Farm Show
15 - 17 Ottawa Valley Farm Show
17 - 19 3i Show
29 - 31 WPS Farm Show

JUNE

15 - 18 New Zealand Agricultural Fieldays
21 - 23 Canada's Farm Show

JULY

12 - 14 Wisconsin Farm Technology Days
19 - 21 Ag in Motion

AUGUST

9 - 12 Ag Progress Days
30 - 9/1 Farm Progress Show

SEPTEMBER

13 - 15 Canada's Outdoor Farm Show
13 - 15 Husker Harvest Days
20 - 22 Farm Science Review

OCTOBER

18 - 20 Sunbelt Ag Expo

NOVEMBER

9 - 11 Agri Trade



SERVING MEMBERS SINCE 1972

PARKING PASS STATEMENT

Following this page are six
complementary parking passes.

**If you would like additional parking passes,
you may pick them up at the Show Registration.**

**TO GET PREFERRED EXHIBITOR PARKING
YOU MUST ARRIVE BY 8:30 AM**

parking passes
inserted

parking passes
inserted

2022 NEW YORK FARM SHOW #1 PERMIT TO MOVE INTO THE SHOW

CENTER OF PROGRESS
HORTICULTURE BUILDING
DAIRY BUILDING
ARTS & HOME BUILDING
EXPO BUILDING

Company Name _____

Booth Numbers _____

YOU MUST BE IN THE BUILDING ON TIME

You are assigned a time on Tuesday when you can move into the Show with large equipment. No cars, trucks, or large equipment will be allowed to enter the building without a setup permit or at an improper time.

Anything that can be carried in through the walk-in doors can be done on Wednesday before 4:00 p.m. or before 8:00 am on Thursday. The dock may be used at your assigned time also. If you have anything 19' wide or 13' high, please notify us in advance.

Move-in time will be as scheduled below. If a conflict exists, please notify us.

***** PRESSURE WASHING AVAILABLE UNTIL 10 AM WEDNESDAY *****

FORKLIFTS AVAILABLE UNTIL 1:00 pm WEDNESDAY

BUILDINGS CLOSE AT 5 PM SHARP BOTH DAYS

WALK-INS ONLY BEFORE 4:00 PM WEDNESDAY OR BEFORE 8:00 AM ON THURSDAY

MOVE-IN		MOVE-OUT	
DAY: Tuesday, Feb. 22	Time:	DAY: Saturday Feb. 26	Time:
	8:00 am		4:30 pm
	9:00 am		5:00 pm
	10:00 am		5:30 pm
	11:00 am		6:00 pm
	12:00 pm		6:30 pm
	1:00 pm		7:00 pm
	2:00 pm		7:30 pm
	3:00 pm		8:00 pm
	4:00 pm		8:30 pm
Wednesday, Feb. 23	Time:		
	8:00 am		
	9:00 am		
	10:00 am		
	11:00 am		
	12:00 pm		
Anytime between 9 & 4	1:00 pm		

In accordance with New York State Fair Regulations, Saturday night all equipment must be removed to the fence line at the South-West end of the Fairgrounds - Gates 10 & 11 and removed from the premises no later than March 12, 2022

**THERE IS A \$150 MINIMUM PER HOUR CHARGE FOR FORK LIFT USE AFTER March 12, 2022
BY APPOINTMENT ONLY**

Thank you for your attention to this matter and your cooperation.

ASSIGNED DOORS IF NEEDED -

CENTER OF PROGRESS BUILDING

North 23' Wide 18' High
Northeast 19' Wide 13' High
Southeast 19' Wide 13' High
Dock East 14' Wide 11' High

Loading Dock

DAIRY BUILDING

West 16' Wide 14' High
West 12' Wide 14' High

EXPO BUILDING 29' Wide 14' High

HORTICULTURE BUILDING

South Side East 12'6" Wide 14' High
South Side West 16' Wide 16' High

2022 NEW YORK FARM SHOW

EXHIBIT MATERIAL SERVICES ORDER FORM

PLEASE COMPLETE AND RETURN WHITE COPY TO:
NEW YORK FARM SHOW, INC. * P. O. Box 3470, Syracuse, New York 13220
(315) 457-8205/Fax (315) 451-3548 or email sgrigor@ne-equip.com

DEADLINE DATE: January 2, 2022 PLEASE TYPE OR PRINT LEGIBLY

RETURN ALL COPIES

Exhibitor Name: _____ Booth No. _____
Building _____

Set-up Services	Advance Order	Floor Order Placed at Show
____ 1 Hour Pressure Wash	N/C	N/C _____
____ 1 Hour Fork Lift Truck Service	N/C	N/C _____

(There will be a \$150 Minimum Oer Giyr Charge for Fork Lift Use After March 6, 2021 By Appointment Only)

Electrical Needs:

____ 500 Watt 110V Duplex Outlet	40.00	60.00	\$ _____
____ 220 Hook Up	170.00	200.00	\$ _____

Standard Furniture:

____ Folding Chairs	11.00	15.00	\$ _____
____ High Stool	40.00	50.00	\$ _____
____ Wastebasket	15.00	20.00	\$ _____

Skirted Tables (All Tables 24" Wide):

____ 4' Skirted Tables	50.00	60.00	\$ _____
____ 6' Skirted Tables	50.00	60.00	\$ _____
____ 8' Skirted Tables	50.00	60.00	\$ _____
____ 4' High Tables (42" High)	65.00	70.00	\$ _____
____ 6' High Tables (42" High)	65.00	70.00	\$ _____
____ 8' High Tables (42" High)	65.00	70.00	\$ _____

Carpeting: Red, Blue or Gray

____ 10 x 10' Carpet	150.00	170.00	\$ _____
____ 10 x 20' Carpet	250.00	270.00	\$ _____
____ 10 x 30' Carpet	350.00	370.00	\$ _____
____ 10 x ____' Carpet \$10.00/lineal ft.			\$ _____

Miscellaneous:

____ Coat Trees	30.00	35.00	\$ _____
____ Easel	25.00	35.00	\$ _____

TOTAL \$ _____ \$ _____

8% Sales Tax: \$ _____ \$ _____

BALANCE DUE:

THERE WILL BE NO FORKLIFTS AVAILABLE AFTER 1 p.m. ON WEDNESDAY

NOTE: Services may not be available if order form is received AFTER January 2, 2021

Payment Options: Checks made payable to New York Farm Show

I AUTHORIZE MY CREDIT CARD TO BE CHARGED FOR THE ABOVE FEES:

Signature: _____

Visa/MC # _____ Expiration Date _____ Sec Code _____

2022 NEW YORK FARM SHOW #3 EXHIBITOR REGISTRATION - BADGES ORDER

PLEASE COMPLETE AND RETURN WHITE COPY TO:
NEW YORK FARM SHOW, INC.

P. O. Box 3470, Syracuse, New York 13220 * (315) 457-8205 / FAX (315) 451-3548
or sgrigor@ne-equip.com

DEADLINE DATE: JANUARY 2, 2022

PLEASE PRINT LEGIBLY

To speed your advance requests for exhibitor badges, you must submit completed information before deadline. Please print names of representatives exactly as they should appear on Exhibitor Badges.

Badges will be available for pick-up at the Exhibitor Registration Desk during move-in and throughout the Show. There is no charge for badges if order is placed by January 2, 2022. After that date, and during the days of the Show, **there will be a \$5.00 charge for each badge made.**

**** PLEASE PRINT ****

**AFTER JANUARY 2, 2022 PLEASE INCLUDE PAYMENT TO COMPLETE
NAME BADGES Exhibitor Badges:**

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

Extra Badges Required: \$1.00 may be invoiced for each additional badge over ten.

_____	_____
_____	_____
_____	_____
_____	_____

Exhibiting Company _____ **Booth No.** _____

Address _____

Phone _____

Authorized By _____ **Date** _____

Visa/MC # _____ **Expiration Date** _____ **Sec Code** _____

2022 NEW YORK FARM SHOW #4 EXHIBITOR PROMOTIONAL ACTIVITY

PLEASE COMPLETE AND RETURN WHITE COPY TO:
NEW YORK FARM SHOW, INC.

P. O. Box 3470, Syracuse, New York 13220 * (315) 457-8205 / FAX (315) 451-3548
or sgrigor@ne-equip.com

DEADLINE DATE: JANUARY 2, 2022

PLEASE TYPE OR PRINT LEGIBLY

The primary purpose of this form is to provide information that will aid the New York Farm Show to approve, foster and when necessary, answer public inquiries regarding responsibly represented and conducted commercial promotions involving prizes.

All drawings must be approved by the New York Farm Show and the Board reserves the right to reject and cancel the contract of any exhibitor that is deemed by the Show Management to be guilty of any act that is against the best interests of the New York Farm Show.

1. Do you intend to conduct a drawing which will award prizes to winners? YES_____ NO_____

a. Do you request a Credit Card Number to register? YES_____ NO_____

2. If the above question is answered "YES", please describe briefly the nature and manner in which the activity will be conducted.

3. What will the prize(s) be? _____

a. How many _____ Value of each _____

b. When and where will they be made available to winners? _____

c. Do winners receive their prizes free and without any obligation other than participating in the contest?

YES_____ NO_____

d. If the last question answered is "NO", please describe fully the conditions the winners must meet before they can receive prizes.

Exhibiting Company _____ Booth No. _____

Address _____

Phone _____

Authorized By _____ Date _____

(please print)

2022 NEW YORK FARM SHOW #5

CARPET VACUUM SERVICE

PLEASE COMPLETE AND RETURN WHITE COPY TO:

NEW YORK FARM SHOW, INC.

P. O. Box 3470, Syracuse, New York 13220 - (315) 457-8205 / FAX (315) 451-3548

or sgrigor@ne-equip.com

DEADLINE DATE: JANUARY 2, 2022

PLEASE TYPE OR PRINT LEGIBLY

PLEASE ORDER BELOW:

Your space will be vacuumed all three days

		Advance Order	Floor Order
100 sq. ft.	10 x 10	\$50.00 _____	\$55.00 _____
200 sq. ft.	10 x 20	\$60.00 _____	\$65.00 _____
300 sq. ft.	10 x 30	\$70.00 _____	\$75.00 _____
400 sq. ft.	10 x 40	\$80.00 _____	\$85.00 _____
500 sq. ft.	10 x 50	\$90.00 _____	\$95.00 _____
600 sq. ft.	10 x 60	\$100.00 _____	\$105.00 _____
700 sq. ft.	10 x 70	\$110.00 _____	\$115.00 _____
800 sq. ft.	10 x 80	\$120.00 _____	\$125.00 _____
900 sq. ft.	10 x 90	\$130.00 _____	\$135.00 _____

Plus 8% Tax: _____

Total Amt. _____

SPECIAL INSTRUCTIONS: _____

Exhibiting Company: _____ Booth No. _____

Address _____

Phone _____

Authorized By: _____ Date _____
(please print)

Visa/MC # _____ Expiration Date _____ Sec Code _____

2022 NEW YORK FARM SHOW #6

PROFESSIONAL EQUIPMENT CLEANING / PRESSURE WASHING SERVICES ORDER FORM

PLEASE COMPLETE AND RETURN WHITE COPY TO:

NEW YORK FARM SHOW, INC.

P. O. Box 3470, Syracuse, New York 13220 - (315) 457-8205 / FAX (315) 451-3548

or email sgrigor@ne-equip.com

PLEASE TYPE OR PRINT LEGIBLY

***ADVANCED ORDERS WITH FULL PAYMENT MUST BE RECEIVED BY JANUARY 2, 2022**

Company Name _____ Booth No. _____

Exhibitor Name _____

Name

This service was authorized by _____

Name

Equipment Cleaning

Advance Order

Floor Order placed at the Show

Based on Booth Space Size

Up to 400 Square Feet	\$250.00	\$350.00	\$ _____
401 to 800 Square Feet	\$450.00	\$550.00	\$ _____
801 to 1200 Square Feet	\$550.00	\$650.00	\$ _____
1201 to 1800 Square Feet	\$650.00	\$750.00	\$ _____
1800 Square Feet +	\$850.00	\$950.00	\$ _____

Total

\$ _____

8% Sales Tax

\$ _____

Balance Due

\$ _____

Please include Check # _____

SEND NOW!! All bills must be paid prior to the show

Thank you for participating in the New York Farm Show

* For Office use

Request received by the office:

Date: _____ **Time:** _____ **Building:** _____

Received by _____

Visa/MC # _____ **Expiration Date** _____ **Sec Code** _____

2022 NEW YORK FARM SHOW #7

EXTRA POSTERS & FREE ADMISSION TICKETS ORDER FORM

PLEASE COMPLETE AND RETURN WHITE COPY TO:

NEW YORK FARM SHOW, INC.

P. O. Box 3470, Syracuse, New York 13220 - (315) 457-8205 / FAX (315) 451-3548

or email sgrigor@ne-equip.com

PLEASE TYPE OR PRINT LEGIBLY

Company Name _____ Booth No. _____

Exhibitor Name _____

Name

Person to Contact _____ Phone: _____

Address _____ City _____ State _____ Zip _____

PLEASE SEND ME: 50 TICKETS _____

100 TICKETS _____

150 TICKETS _____

200 TICKETS _____

250 TICKETS _____

300 TICKETS _____

350 TICKETS _____

400 TICKETS _____

450 TICKETS _____

500 TICKETS _____

PLEASE SEND ME: _____ EXTRA POSTERS

Thank you for participating in the New York Farm Show

* For Office use

Request received by the office:

Date: _____ Time: _____ Building: _____

Received by _____

2022 NEW YORK FARM SHOW INTERNET SERVICE

**THE 2022 SHOW INTERNET SERVICE (“FairFi”) is
a complimentary “unsecured” network that will
be available for your use.**

**If you prefer to use a hardwired or wireless
connection that is not “open to the public”
please see the following forms.**

**You can fax these forms to
New Visions Communications
@ 315-552-9913**



ORDER SERVICE AT FAIRGROUNDS - 1-6 DAY FORM

COMPANY NAME & DETAILS			
Name / Title		Start & End Date of Event: / / - / /	
Company Name		<input type="checkbox"/> 1 Day Show <input type="checkbox"/> 2 Day Show <input type="checkbox"/> 3 Day Show <input type="checkbox"/> 4 Day Show <input type="checkbox"/> 5 Day Show <input type="checkbox"/> 6 Day Show	_____
Phone Fax			
E-mail			
Company Address: City, State ZIP Code			

FAIR INFORMATION			
NAME OF EVENT:		<input type="checkbox"/> COP / Center of Progress Bldg. <input type="checkbox"/> Horticulture <input type="checkbox"/> Science <input type="checkbox"/> 4-H Building <input type="checkbox"/> Exhibit Building <input type="checkbox"/> International <input type="checkbox"/> Toyota / Coliseum <input type="checkbox"/> Art & Home	<input type="checkbox"/> INSIDE Location <input type="checkbox"/> OUTSIDE Location LOCATION DETAILS: _____ _____ _____
BOOTH NUMBER:			
VISA/MC/DISCOVER CC#	— — —		
EXPIRATION DATE:			
NAME ON CARD:			
AUTHORIZED CARD SIGNATURE:	(FILL OUT ABOVE OR CALL WITH CREDIT CARD NUMBER) _____		

SIGNING OF SERVICES			
HIGH SPEED INTERNET	AVAILABLE SPEEDS & CONNECTIVITY:	COST PER DAY :	ONE TIME INSTALLATION COST(s):
<i>Order in Advance and We'll Have Everything Set up for Your Special Event 315-472-6300x 2041.</i> <div style="border: 1px solid black; padding: 5px; display: inline-block;"> OPTIONAL: <input type="checkbox"/> Add ROUTER to Hardwire Cable Drop for \$10.00 Per Event. </div>	<input type="checkbox"/> 25/25 Mbps Wireless Connection	\$ 14.00	+ \$ 19.95 (Please advise at time of order how many laptops; daily rates apply.)
	<input type="checkbox"/> 25/25 Mbps Hardwired Connection	\$ 16.00	<input type="checkbox"/> Inside Building \$ 75.00 <input type="checkbox"/> Outside \$ 124.95
	<input type="checkbox"/> 50/50 Mbps Wireless Connection	\$ 18.00	+ \$ 19.95 (Please advise at time of order how many laptops; daily rates apply.)
	<input type="checkbox"/> 50/50 Mbps Hardwired Connection	\$ 20.00	<input type="checkbox"/> Inside Building \$ 75.00 <input type="checkbox"/> Outside \$ 124.95
TELEPHONE SERVICE		UP TO 6 DAY COST	
<i>We'll assign new number.</i>	<input type="checkbox"/> 1 Phone Line <input type="checkbox"/> Additional Line <input type="checkbox"/> Fax/ Line	\$ 41.95+ *	Set Up Fee: 35.00 (*plus taxes/fees)

AGREEMENT

1. All invoices are to be paid upon receiving invoice, and payment by check must be received within 5 days prior to the start of the show.
2. Any leased New Visions equipment must make arrangements in advance prior to the end of show at 315-472-6300, or equipment may be returned to New Visions, 6755 Manlius Center Road, East Syracuse, NY 13057.
3. Taxes and Fees apply to Telephone Service. Taxes apply to router and/or installation/set up fees.

SIGNATURES

Vendor Signature:		New Visions Authorized Signature:	
Name and Title:		Date:	