



**DIAMOND** – Our Newest Unit! The Diamond package is a portable scanner with full color display. Your leads are stored on the unit and are also uploaded real-time to a leads website that you or your associates can access from any internet connected PC. New for 2011 – Our Diamond unit now allows for note-taking! Similar to a touch screen PDA / Smart phone you can enter notes via the touch screen interface to further qualify your leads. This unit offers prize-drawing functionality. This unit is battery powered and

does not require electricity.

**WIRELESS BLUETOOTH PRINTER** – You can now have the best of both worlds! You can have the portability of the wireless scanner w/ the ability to write notes on a paper printout. You can rent a portable, battery operated printer that will connect via Bluetooth to one or multiple Diamond units. You can walk around your booth, while still having the benefit of a printer! BLUETOOTH PRINTERS ARE ONLY COMPATIBLE WITH DIAMOND UNITS. YOU MUST ORDER ONE BLUETOOTH PRINTER PER DIAMOND UNIT, YOU MAY NOT PAIR MORE THAN ONE DIAMOND UNIT TO ONE PRINTER.



**PLATINUM PACKAGE** This package comes with a high-powered Laser Scanner, connected to a GPRS capable desk top unit with touch screen interface, color video display and built-in printer. Leads are saved to website you can access in real-time in addition to an internal compact flash card for data protection. Since the leads write directly to the web there is no need to download after the show. Simply return your unit and walk away. Each unit comes with 20 standard follow-up codes. You get the security of a printout along with your leads on-line and no wait! This unit offers prize-drawing functionality. This unit requires electricity.



**BRONZE™**- This unit scans the badge and provides a printout of all leads. This unit does not provide a USB Memory Drive. This unit requires electricity.

FOLLOW-UP QUALIFIERS-Each Lead Retrieval Unit comes complete with 20 standard follow-up qualifiers. The Standard Action Codes included are:

- |                               |                             |
|-------------------------------|-----------------------------|
| 1. Send Literature            | 11. Recommends              |
| 2. Send Samples               | 12. Final Say               |
| 3. Send Pricing               | 13. Makes Purchase Decision |
| 4. Add to Mailing List        | 14. Partial Interest        |
| 5. Technical Info Required    | 15. Purchase In 30 Days     |
| 6. Detail Specs Required      | 16. Purchase In 3 Months    |
| 7. Provide Quote              | 17. Purchase In 6 Months    |
| 8. Product Demo Required      | 18. Ready to Purchase       |
| 9. Immediate Contact Required | 19. Immediate Need          |
| 10. Have Salesperson Call     | 20. Order Placed at Show    |

Additionally, up to 30 custom codes can be used to specify certain products, model numbers, or any of your special needs at a modest up-charge. To order custom qualifiers, please fill out the custom lead follow-up codes order form.



## Custom Lead Follow-Up Codes Order Form

### How to Customize Your Lead Follow-Up Codes.

If previously listed 20 standard Lead Follow-Up codes do not meet your requirements, please indicate your Custom Codes below (fee applies). You may specify a TOTAL of 30 codes with a total of 35 characters and spaces each. **Your Custom Codes will be pre-programmed onto your unit.**

**Important! Please include this form with your order if you have custom codes.**

01. _____	16. _____
02. _____	17. _____
03. _____	18. _____
04. _____	19. _____
05. _____	20. _____
06. _____	21. _____
07. _____	22. _____
08. _____	23. _____
09. _____	24. _____
10. _____	25. _____
11. _____	26. _____
12. _____	27. _____
13. _____	28. _____
14. _____	29. _____
15. _____	30. _____

### Exhibitor Information:

---

Show Name Booth #

---

Company Date

---

Contact Person Title

**Fax this form along with the Exhibitor Lead Retrieval Unit Order Form to:**

EPIC  
 10900 Granite Street  
 Charlotte, NC 28273  
 Phone: (980) 233.3777  
**Fax: (980) 233.3800**

# Exhibitor Lead Retrieval Unit Rental and Purchase Order Form



Complete and Return with Payment To:  
EPIC  
10900 Granite Street, Charlotte, NC 28273

Phone: 800-521-3265 –or- 980-233-3777 Fax: 980.233.3800

Exhibitor: (Please type or print)

Company \_\_\_\_\_ Booth Number \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_ Country \_\_\_\_\_

Telephone (\_\_\_\_\_) \_\_\_\_\_ FAX (\_\_\_\_\_) \_\_\_\_\_

Key Contact \_\_\_\_\_ e mail \_\_\_\_\_

**ORDER ONLINE ONLY BEFORE 02/10/2012 TO SAVE MONEY AT THE FOLLOWING ADDRESS:**

<https://www.tradeshowregistrar.com/lr/?event=NCB12LR>

QTY	DESCRIPTION	'EARLY-BIRD' ONLINE BEFORE 02/10/12	'EARLY-BIRD' FAX OR MAIL BEFORE 02/10/12	ADVANCE PRICE	TOTAL
	Diamond Package (Portable unit that uploads leads on-line in real-time)	\$375.00 Online only	\$385.00	\$400.00	\$
	Bluetooth printer (Pairs with a Diamond unit ONLY to print leads)	\$100.00 Online Only	\$110.00	\$125.00	\$
	Platinum™ (provides printout leads on-line) *No downloading needed	\$375.00 Online only	\$385.00	\$400.00	\$
	Bronze™ (provides printout only, no diskette)	\$275.00 Online only	\$285.00	\$300.00	\$
	Custom Qualifiers (attach typed list of qualifiers to order form)		\$95.00		\$
	In Booth Training, Pickup AND Delivery		\$95.00		\$
			<b>Please total all Rentals</b>		\$

**Please note: Orders without credit card numbers will not be processed. Credit card information and signature are required for all orders regardless of payment method as a security deposit on your lead retrieval unit. If paying by check, you will not be charged.**

Payment Method:  American Express  Visa  MasterCard **-OR-**  Company Check, Payable to: EPIC

Credit Card #: \_\_\_\_\_ Expiration Date: \_\_\_\_ / \_\_\_\_

Name on Card \_\_\_\_\_

Signature of Cardholder: X \_\_\_\_\_

(By signing here, you agree to terms and conditions below. **MUST BE SIGNED and completed for all order.**)

### TERMS and CONDITIONS

Customer understands that the rental and use of Lead Retrieval Units and Software grants only a license to use it for the duration of event, and that no equity or ownership is imparted by this rental lease. It is understood that each Lead Retrieval Unit (except battery operated units) requires electrical service in the customer's booth. Customer further understands that he/she is responsible for the proper use and safe guarding of any rental equipment while it is in customer's possession and exhibitor will be liable for any loss or damage to the rental equipment, normal wear and tear excepted, and that damaged rental equipment or rented equipment not returned to the Lead Retrieval Service Desk at the end of event will be billed to it in the amount of \$2,495 for each Platinum Trakker™, Mi™, or Bronze Trakker™ and \$1495.00 for each Silver Trakker™. **Customer agrees to return the unit to EPIC's service desk no later than one hour after exhibit hall close.** Equipment left anywhere else is the sole responsibility of the customer. Event Planning International Corporation (EPIC), may at its option, recover abandoned equipment not returned within one hour of show close and, if so, customer agrees to pay a \$100.00 abandonment fee. In no way does this absolve customer from its responsibility of the timely return of equipment. Customers using Pick-up service must remain in the booth until pickup occurs which will be no later than one hour after show closes. There will be a cancellation charge of \$75.00. Orders cancelled within 30 days of event are non-refundable. In the event customer's Lead Retrieval Unit malfunctions, EPIC agrees to replace the equipment (if another unit is available or at EPIC's option may offer a refund not to exceed the rental cost of the unit) but that is the sole extent of its responsibility and liability to customer. Customer waives all claims for injuries or damage against Nightclub & Bar and EPIC resulting from any cause in connection with its use of the Lead Retrieval Unit or any other rented equipment during the period of event and agrees to indemnify and hold harmless Nightclub & Bar and EPIC for such injuries and damages.