



**CORNWALL AND AREA
CHAMBER OF COMMERCE**

Spring
**Home &
Leisure**
SHOW
Come in to the outdoors

April 13–15, 2018





Home & Garden Shows...A Season For Growth

It's a fact! Thousands of visitors flocking to Chamber Home, Garden & Leisure Shows have turned them into the best business investment in Cornwall.

Look what Chamber sponsored Home Shows can do for you:

- Provide unique sales opportunities
- Give you a large captive audience
- Qualify new prospects
- Showcase new products
- Increase your business profile

Here's the best part. 1000's of potential customers will walk past your booth during the Show. It's a great way to greet old customers and to get new ones, too!

We Tell Your Customers About The Show

Advance publicity is the key to attracting show exhibitors. We announce your participation through:

- Intensive media advertising
- Media releases
- Web advertising

You can jump on the promotional program by promoting your exhibit. Here are a few great tips on how to get customers looking for your booth.

- Send out valuable coupons redeemable only at the Show
- Plan to have demonstration information seminars
- Have contests and prize giveaways
- Give your clients and potential customers advance tickets to come and see you.

Plan Ahead

The Home Show popularity means growing demand for booth space. Book early for the best choice of space. Remember, booking early may mean extra savings and you can assure your space for future Shows.

Need More Info?

Simply contact the Cornwall & Area Chamber of Commerce at (613) 933-4004 or e-mail us at info@cornwallchamber.com. You can also visit our web site at www.cornwallchamber.com.

If you've got questions, we're pleased to provide answers.

Act Now! Home Shows Mean More Business For You!

Being at the Chamber's Spring Home Show puts you in touch with the people who buy your products. It's the best advertising investment you can make.

Look What Your Exhibitor's Fee Includes

- FREE exhibitor and visitor parking
- 800 watt electrical outlet for each booth
- Easy access for loading and unloading
- Available fork lifts and drivers
- Limited free storage
- Publicity service and exhibitor badges
- Standard drape back wall and side rails
- One full day for move-in and a half day for take-down

There's no better value for your promotional dollar!

GENERAL INFORMATION

Register online at
www.cornwallchamber.com



Location

Cornwall Civic Complex
 100 Water Street E. Cornwall, ON K6H 6G4
 Standard Booth Size . . . 10' x 10'

Set-up

Thursday, April 12 8:00 am – 10:00 pm
 Friday, April 13 8:00 am – 12:00 noon

Show Hours

Friday, April 13 4:00 pm – 9:00 pm
 Sat., April 14 10:00 am – 6:00 pm
 Sunday, April 15 10:00 am – 4:00 pm

Take-down

Sunday, April 15
 4:00 pm – midnight
 Monday, April 16
 6:00 am – 10:00 am

Early Bird Draw!

Register and pay in full before Friday, February 9, 2018 and you could win your booth space (maximum 1 booth). Draw will be held on Wednesday, February 14, 2018.

The Chamber tries to accommodate exhibitors but reserves the right to approve all final locations & displays.

Fee Schedule

Single Booth Fee \$500.00 (+HST)
 Four Block Courts \$1800.00 (+HST)
 Entry fee – NON Chamber members only \$200.00

Booths must be fully paid no later than Friday, March 9, 2018 and all bookings must be accompanied by a non-refundable deposit of 50% of the total cost. If these conditions are not met, the booth will be re-rented. No deposit will be refunded until the booth has been rented out.

Multiple Booth Discount

Purchase three or more booths and receive an additional 5% discount.

Special Discount For Chamber Members

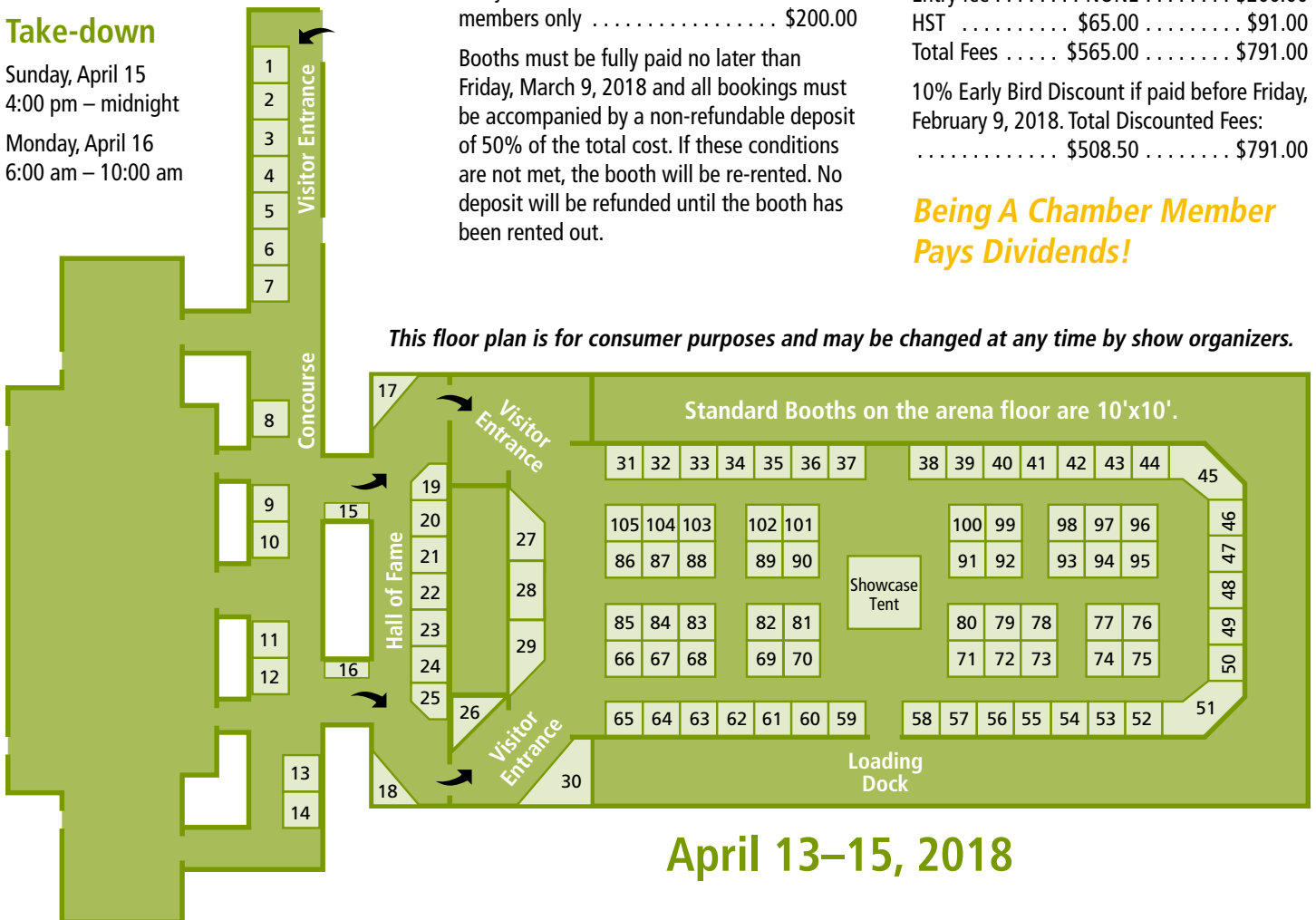
Book your space, paid in full before Friday, February 9, 2018 and earn a 10% discount.

Look and Compare!

	MEMBER	NON-MEMBER
Booth space . . .	\$500.00	\$500.00
Entry fee	NONE	\$200.00
HST	\$65.00	\$91.00
Total Fees	\$565.00	\$791.00

10% Early Bird Discount if paid before Friday, February 9, 2018. Total Discounted Fees:
 \$508.50 \$791.00

Being A Chamber Member Pays Dividends!



April 13–15, 2018

1. ERECTING EXHIBITS

The show venue will be available to exhibitors beginning Thursday, April 12, 2018. Displays must be fully set up for inspection by Show Management, electrical authorities, and the Fire Inspector no later than 12:00 noon, Friday, April 13, 2018. Show Management reserves the right to adjust the floor layout and re-assign any exhibit if it becomes necessary.

2. STORAGE

Space for storing crates and other exhibitor materials during the three day event will be made available at the east end of the arena.

3. BOOTH SIZE LIMITATIONS

Exhibitors using the standard booth space (10' x 10') supplied by Show Management are required to limit the height of their signs to 10' from the floor. Eight foot sidewalls are permitted but must not extend further than four feet from the back wall. If a pre-fabricated booth does not meet size guidelines, please notify Show Management in order that adjustments or relocation can be made.

4. CARE OF BUILDING AND EQUIPMENT

Exhibitors are forbidden to paint, nail, drill, or screw into the flooring or to affix anything to the curtains. Any structures of an unusual nature must be approved by Show Management. Exhibitors wishing to lay any floor covering may not adhere same to the building floor. In such cases, building paper or other suitable protection must first be laid down and doublefaced tape be used as an adhesive. Floor or curtain damage is exhibitor's responsibility.

5. BOOTH EQUIPMENT / RENTALS

Signs, furniture, carpets, etc. may be brought in by exhibitors. Some of these items may be ordered, at exhibitor's expense, through the official Show contractor. Information describing available rental items from the Show supplies contractor will be sent to all confirmed exhibitors upon request. Tables and chairs are available at the Complex on a first come basis, (maximum two chairs per booth) while supplies last.

6. APPROVAL OF ELECTRICAL EQUIPMENT

Ontario Hydro regulations require that all electrical equipment be CSA approved and marked as such. Each exhibitor will be provided with one 110 volt 800 watt receptacle. For special electrical rental needs, contact Laurier Electric, official electrician for the show.

7. STAFFING OF EXHIBITS

Exhibitors are required to maintain a staff person in their exhibit at all times during the show hours from 4:00 p.m. Friday, April 13 to 4:00 p.m. on Sunday, April 15, 2018.

8. FILLING & DRAINING POOLS & FOUNTAINS

Filling and draining of swimming pools and/or fountains must be coordinated through Show Management, and any cost involved shall be at the expense of the exhibitor. Show Management will advise of any fees for filling and emptying pools at least thirty (30) days before opening of the show.

9. FIRE REGULATIONS

All materials used for booth display or decorative purposes must be flame proof. Vehicles or equipment containing gasoline or diesel etc. must have less than 3 litres of fuel, a locking fuel cap and the batteries must be disconnected to conform with Cornwall Fire Department Regulations and must pass inspection by the Fire Prevention Bureau, City of Cornwall. See details on back of registration form enclosed.

10. BADGES

A maximum of 5 badges will be provided to each exhibit. Exhibitors are required to wear identification badges at all times. Exhibitors must make their own arrangements for badge transfer between staff.

11. INSURANCE

Show Management and sponsors are insured against public liability and property damage claims arising out of the conduct of the Cornwall & Area Chamber of Commerce Home Show. This insurance does NOT cover exhibitor displays, staff or properties. While reasonable precautions will be taken to protect exhibitor properties, Show Management and sponsors assume no responsibility or liability for injury to any officer, employee or agent of the exhibitor, or to any other person, occurring by reason of anything connected with the exhibitor's participation in the show. Exhibitors are advised to insure

against such hazards through their own insurance broker.

12. SECURITY

Uniformed security guards will be on duty during show hours. Permission must be obtained from Show Management to enter exhibit area prior to and after show hours.

13. RETAIL SALES AT SHOW SITE

Exhibitors may sell goods and services during the Show only with the prior consent by Show Management. Should complaints be received about any purchase with regard to the sale of goods and services, the exhibitor will be immediately informed. Show Management reserves the right to withdraw its consent to the sale of goods and services by any exhibitor. The forgoing shall in no way be deemed to make Show Management a party to any contract for the purchase and sale of goods or services by an exhibitor. In addition sold items must not materially affect the display and if so, must be removed from the exhibit at once.

14. SPACE UTILIZATION AND SOLICITATION

Aisles and other spaces at the Show venue not assigned to exhibitors shall be under sole control of the Show Management. All displays, interviews, distribution of literature, lectures, sales and transactions of business of any nature shall be made within the space contracted by the exhibitor. Inappropriate tactics or any undignified methods of attracting attention will not be permitted and may result in the offending exhibit/exhibitor being removed from the Show.

ELIGIBILITY CRITERIA

Exhibitors must be a 'for-profit' registered business specific to products and/or services for home, garden and or recreation. (For full details of eligibility please contact the Chamber of Commerce).

CONTRACT CONDITIONS

The following conditions have been formulated for the protection and best interests of all concerned. As such, these official regulations shall apply to and be in effect between the Cornwall & Area Chamber of Commerce (herein known as Show Management) and any exhibitor to whom space is rented. All points not covered are subject to the decision of the Chamber.

15. UNAUTHORIZED ACTIVITIES

No person or persons other than registered exhibitors will be permitted to conduct business at the Show venue or, on the grounds without express permission from the Chamber. Violators will be escorted from the premises. The Chamber requests that exhibitors report any known violators in order that appropriate action may be taken.

16. SAFETY AND MAINTENANCE IN BOOTH SPACE

Exhibitors shall take reasonable precautions with respect to the safety of their personnel, other exhibitors, and all other persons in the premises. They shall comply with all applicable provisions of Federal, Provincial and Municipal safety laws, building codes and ordinances. Exhibitors shall keep their booth space neat and orderly at all times.

17. ASSIGNMENT OR SUBLETTING

Exhibitors may not assign or sublet any space rented to them by Show Management. They may not represent, exhibit, solicit, demonstrate or advertise, on behalf of any person or manufacturer, merchandise, equipment or services unless said merchandise, equipment or services are sold, distributed or provided on a continuing basis by the Exhibitor.

18. SAMPLES, SOUVENIRS & SOLICITING

Soliciting of business and distribution of samples and souvenirs must be confined to the exhibitor's space. Aisles may not be used for this purpose. Due to safety standards, no helium filled balloons will be permitted. There will be no unauthorized ticket selling and any such solicitation should be reported to Show Management immediately.

19. COMPETITIONS

Competitions and promotions conducted by exhibitors or prizes awarded in conjunction with their displays shall be of a clear-cut nature and free of any obligation to the winner. The awarding of prizes, and terms of same, must be clearly stated on the entry form. Show Management must be informed and

approve, in advance all contest rules and regulations.

20. BUSINESS BETWEEN EXHIBITORS AND MANAGEMENT

During the Show, business between Show Management and the exhibitor shall be done through one authorized representative of the exhibitor. Please advise Show Management of the name of your representative.

21. NOISE-MAKING DEVICES

Special permission must be obtained from Show Management for the use of radios, talking motion pictures, public address systems, sound systems or other noise-making devices. Show Management reserves the right to refuse such permission, or in cases where permission has been granted, to order unacceptable sound levels reduced.

22. REMOVAL OF EXHIBITS

No exhibitor may dismantle and remove booths prior to 4:00 p.m. Sunday, April 15, 2018. Tearing down prior to the prescribed time may result in exclusion from future shows. All displays must be dismantled and removed by 10:00 a.m. Monday, April 16. Show Management will provide security from the commencement of the show until 4:00 p.m. Sunday, April 15. While reasonable attempts will be made to retain a secure area, it is the exhibitor's responsibility to protect his/her material. Any materials or goods remaining after the deadline will be removed and stored at owner's risk and expense.

23. ENFORCEMENT

The Exhibitor agrees to comply with all terms and conditions stated in these rules and regulations. Show Management reserves the right to restrict exhibits, which because of noise, method of operation, materials or any other reason, become objectionable — and to prohibit or evict any exhibit which, in its opinion, may detract from the general character of the Show. This includes, but is not limited to persons, things, conduct, printed matter, or anything of a nature that Show Management deems to be objectionable to the exhibit or, does not conform to the standards of the Show. In the event of such restriction or eviction, the Chamber is not liable for any refund or other exhibit expenses.

24. LIABILITY

The Cornwall & Area Chamber of Commerce disclaims all liability for damages or losses caused any exhibitor by fire, water, flood, windstorm, and other acts of God, utility failures, rodents, acts of vandalism, strikes, criminal acts, or theft. Exhibitors are responsible for insuring their own goods. If unusual equipment is to be installed or, if appliances that may be subject to fire codes are to be used, the exhibitor must communicate with Show Management for guidelines specific to facilities or regulations. No exhibitor shall allow any item to be brought or, any act to be carried out on the premises which shall increase the premium on any policy or policies of insurance held by Show Management, or which may cause any policy or policies of insurance to be cancelled. Further, the exhibitor shall at all times protect, indemnify, save and keep harmless Show Management against any and all loss, cost, damage, liability or expenses arising from or out of a or, by reason of any accident or any other occurrence, including death, to anyone, including the exhibitor, its agents, employees and invites, which arises from or out of or by reason of said exhibitor's occupancy and use of the Show's premises or any part thereof.

25. CANCELLATION

Show Management reserves the right to cancel the Show without notice if it is deemed necessary or, for contravention of Show guidelines. If a Show is cancelled, exhibitor's booth fees, paid in advance to Show Management will be refundable in full.

26. INTERPRETATION AND AMENDMENTS

The Cornwall & Area Chamber of Commerce shall have the full power to interpret and enforce all rules contained herein, the power to make amendments thereto, and to enact such rules and regulations as shall be considered necessary for the proper conduct of the Show.

Statement of Policy: All eligible exhibitors are equal regardless of size. The Chamber will take all reasonable steps to ensure their product or service is presented in an equitable manner to visitors. All rules and laws set out by Municipal, Provincial & Federal Governments will apply.