



# ANNUAL WEEKEND & INDUSTRY TRADE SHOW

*January 18-21, 2018*

Dear Exhibitor;

We offer you the opportunity to celebrate with us and to present and/or sell your products and services to a group of more than 1,500 Commercial Fishermen during our Annual Weekend & Trade Show on Friday, January 19<sup>th</sup> thru Sunday the 21<sup>st</sup>, 2018. (The 18<sup>th</sup> is vendor set up day) This event will be held at the Resort and Conference Center at Hyannis, MA. <http://www.capecodresortandconferencecenter.com>

The MLA recognizes that you may not have time to eat lunch on set up day, so we will provide lunch for you in the exhibit hall on Thursday, January 18<sup>th</sup>.

- In addition to the (9-5) Friday and Saturday hours, the exhibit hall will be open on Sunday morning an hour earlier at 8:00 am and remain open until 10:00 AM so that you will have two hours of uninterrupted time.
- The MLA gives cash prizes to those exhibitors who remained set up until 10:00 am on Sunday. (YOU MUST BE AT YOUR BOOTH BY 8:00 am TO GET YOUR TICKET)
- A single Booth space includes one 6' table with a tablecloth and 2 chairs. We will work with you if you need a little more room.
- **Book now to reserve the booth space of your choice!** Last year we sold out booth space early so book your space today!

Once we receive your payment, we will mail you a confirmation letter for your booth and have it waiting for you beginning at 10:00 AM on Thursday, January 18<sup>th</sup> for set-up. If the Thursday set-up day is a problem for you, we can make special arrangements to admit you early on Friday morning, Jan. 19<sup>th</sup> to set up.

However, please remember that the Exhibit Hall opens at 9:00 AM and all exhibits must be fully set up by then. All goods must be removed by 1:00 PM on Sunday afternoon, January 21<sup>st</sup>. If you cannot remove your entire exhibit by this time, you may make special arrangements for Monday morning as long as arrangements are made in advance.

**(Show hours are Friday & Saturday 9:00 am – 5:00pm and Sunday 8:00 am to 10:00 am)**

If you have any questions or need further information, please contact the MLA office and speak with Tracey 781-545-6984 xt 2.

We look forward to seeing you at the show.

Thank you, *MLA Annual Weekend Committee*

**Massachusetts Lobstermen's Association**

8 Otis Place, Scituate, MA 02066-1323  
Tel (781) 545-6984 Fax (781) 545-7837  
Tracey.abboud@lobstermen.com

**Annual Weekend & Trade Show 2018**

Jan. 18th —Jan. 21st 2018 (set up on Jan.18th)  
Resort and Conference Center of Hyannis  
35 Schudder Ave, Hyannis, MA 02601

**Exhibitor Booth Reservation—2018**

**Booth's include a 6' covered table & 2 chairs**

- ( ) 1 Booth \$650 \_\_\_\_\_
- ( ) 2 Booths \$950 \_\_\_\_\_
- ( ) 3 Booths \$1250 \_\_\_\_\_
- ( ) Electricity \$75 \_\_\_\_\_
- ( ) Lift for Engine \$150 \_\_\_\_\_

**Total Enclosed \$** \_\_\_\_\_

Set-up begins at 9:00 AM on Thursday (Jan 18th) and must be completely removed by 1:00 PM on Sunday unless other arrangements have been made in advance.

**ALL BOOTHS MUST REMAIN INTACT AND YOU MUST BE AT YOUR BOOTH BY 8:00 AM Sunday to qualify for the vendor raffle.  
4 CASH PRIZES  
THE BOOTH MAY NOT BE DISMANTLED  
UNTIL 10:00 AM ON SUN. (Jan 21st)**

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip Code: \_\_\_\_\_

Daytime Tel: ( ) \_\_\_\_\_ Fax : ( ) \_\_\_\_\_

Person in Charge of Booth: \_\_\_\_\_

Primary Product or Service: \_\_\_\_\_

(If you are having an engine delivered PLEASE call and schedule a delivery time with Tracey Abboud 781-545-6984 xt. 2 —Thank you)

Special Requests or Needs: \_\_\_\_\_

Payment Info: ( ) MasterCard ( ) Visa ( ) Check (Payable to MLA )

Name on card: \_\_\_\_\_

Card # \_\_\_\_\_

3 numbers on back of card: \_\_\_\_\_ Card Exp Date \_\_\_\_\_

(You may call this number in)

Signature: \_\_\_\_\_



# ANNUAL WEEKEND & INDUSTRY TRADE SHOW

Dear Annual Weekend & Industry Trade Show Sponsor,

The 2018 Annual Weekend and Trade Show are scheduled for January 18<sup>th</sup>-21<sup>st</sup>, 2018 at the Resort and Conference Center at Hyannis, Hyannis, MA. We wanted to give you enough time to plan accordingly for this year's event because there is a lot to celebrate.

The MLA is offering activities sponsorship opportunities for vendors who will be able to display a banner, provided by you, at the activity along with preferential ad placement in the show program. All ads and banners are provided by sponsor and will be returned after show.

A Platinum sponsorship will provide you with 2 full page color ads in the show program along with displaying your companies' banner in the location of your choice. A Gold sponsorship will provide you with a full page ad in the show program along with displaying your companies' banner in the location of your choice.

A Silver sponsorship will provide you with a ½ page ad in the show program along with displaying your companies' banner in the location of your choice. The Bronze sponsorship will list the companies name in the program along with displaying your companies' banner in the location of your choice.

Activities to be sponsored are the hospitality suite, the craft, seminars, children's activity, casino night and the comedian all of which are well attended and well received by MLA members and Show attendees.

## Sponsorship levels;

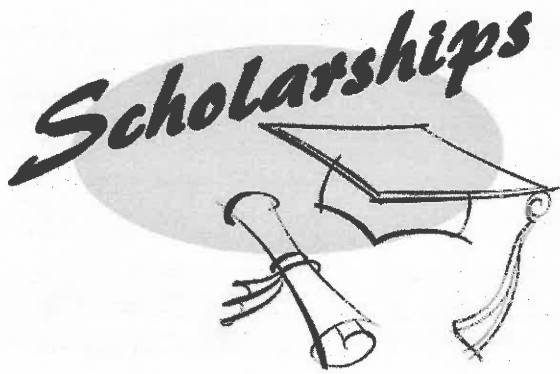
Platinum sponsorship \$2500.00	banner size 3' x 10' – 2 full page color ad in show program
Gold sponsorship \$1000.00	banner size 3' x 6' – 1 full page ad in show program
Silver sponsorship \$500.00	banner size 2' x 5' - ½ page ad in show program
Bronze sponsorship \$250.00	banner size 2' x 5' – company will be listed in the show program

Name: \_\_\_\_\_ Amount: \$ \_\_\_\_\_

What would you like to sponsor?

- |  |  |
|--|--|
| <input type="checkbox"/> Comedian          | <input type="checkbox"/> Casino night        |
| <input type="checkbox"/> Hospitality Suite | <input type="checkbox"/> Craft               |
| <input type="checkbox"/> Seminars          | <input type="checkbox"/> Children's Activity |

Let's make the 2018 Annual Weekend & Trade Show one to remember! Please return letter with your donation. Thank you and we'll see you in January, *Annual Weekend Committee*



**MLA's GRAND SILENT AUCTION**

**January 20, 2018**

**Resort and Conference center of Hyannis**

Preview auction items Friday 19<sup>th</sup> 9:00-5:00 &  
Saturday 20<sup>th</sup> 9:00 – 12:00

**Auction starts promptly at 12:15 and ends promptly at 12:45**

*All proceeds from the auction benefit the MLA Scholarship fund.*

*Scholarships are available for the children of MLA  
members entering their first year of college.*

**SILENT AUCTION ITEM OR ITEMS LISTED BELOW:**

Silent Auction Item #1

Donation made by: \_\_\_\_\_

Company Name: \_\_\_\_\_

Description of Item: \_\_\_\_\_

\_\_\_\_\_

Silent Auction Item #2

Donation made by: \_\_\_\_\_

Company Name: \_\_\_\_\_

Description of Item: \_\_\_\_\_

\_\_\_\_\_

Silent Auction Item #3

Donation made by: \_\_\_\_\_

Company Name: \_\_\_\_\_

Description of Item: \_\_\_\_\_

\_\_\_\_\_

Please call our Auction Coordinator, Nancy at 781-545-5073 xt. 1

Forms and items can be mailed to: MLA 8 Otis Place, Scituate, MA. 02066, or e-mail Nancy to make other arrangements: [nancy.reid@lobstermen.com](mailto:nancy.reid@lobstermen.com)

**MASSACHUSETTS LOBSTERMEN'S ASSOCIATION**  
**ANNUAL WEEKEND AND TRADE SHOW 2018**  
**Thursday (vendor set up day), January 18, 2018 – Sunday, January 21, 2018**

HOTEL RESERVATION FORM – TO BE RETURNED TO

**RESORT & CONFERENCE CENTER AT HYANNIS**

35 SCUDDER AVE  
 HYANNIS, MA 02601  
 866-828-8259

Arrival Date: \_\_\_\_\_ Departure Date: \_\_\_\_\_

Name (1): \_\_\_\_\_ Name (2): \_\_\_\_\_

Name (3) \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Day Telephone: \_\_\_\_\_ Today's Date: \_\_\_\_\_

Email Required: \_\_\_\_\_ Fax: \_\_\_\_\_

All Hotel & Meal Packages include the following per person: Accommodations for 1, 2, or 3 nights, plus 1 Buffet Dinner on Friday night per person, 1 plated Dinner Banquet on Saturday night per person, all taxes & gratuities are included. *Taxes are subject to increase*

Please check below which of these you are selecting:

**HOTEL & MEAL PACKAGES**

Check Choice	Package Type	Nights	Cost Per Package	Friday Evening Buffet	Saturday Evening Banquet dinner Please Select	
				Resort Barbecue	Prime Rib	Local Cod
	1 - Night Package (1 Adult)	Friday only	\$130.00	Included	n/a	n/a
	1 - Night Package (2 Adult)	Friday only	\$161.00	Included	n/a	n/a
	1 - Night Package (3 Adults)	Friday only	\$202.00	Included	n/a	n/a
	1 - Night Package (1 Adult)	Saturday only	\$164.00	n/a		
	1 - Night Package (2 Adult)	Saturday only	\$229.00	n/a		
	1 - Night Package (3 Adults)	Saturday only	\$305.00	n/a		
	2 - Night Package (1 Adult)	Fri. & Sat.	\$294.00	Included		
	2 - Night Package (2 Adults)	Fri. & Sat.	\$390.00	Included		
	2 - Night Package (3 Adults)	Fri. & Sat.	\$507.00	Included		
	3 - Night Package (1 Adult)	Thu., Fri. & Sat.	\$394.00	Included		
	3 - Night Package (2 Adults)	Thu., Fri. & Sat.	\$490.00	Included		
	3 - Night Package (3 Adults)	Thu., Fri. & Sat.	\$619.00	Included		

## ADDITIONAL HOTEL NIGHTS

Check all that apply	Additional Nights	Indicate quantity	Cost		
	I want the package as noted above, plus additional Hotel night(s) pre or post package nights. Rate is per night.	Date(s)	\$106.12	n/a	n/a
	Hotel Only (no meals included)– Rate is per night for 1 or 2 adults	Date(s) & # of Adults	\$122.87	n/a	n/a

**Cut-Off Date:** All reservations for Hotel Rooms must be made prior to **January 5, 2018**. After this date, we can not guarantee availability of guest rooms or the group rate.

**Meal Tickets & Choices:** All meal choices for the Saturday Night Banquet must be made prior to **January 5, 2018**. If there is no choice made after this date, we can not guarantee your preferred meal choice. Meal selections and number of guest in the package may not be adjusted within 10 days of arrival.

**Deposit:** We require a deposit of \$100.00 at the time the reservation is made. If the deposit is by credit card, we will charge the deposit in advance when the Reservation Form is received.

**Cancellation Policy:**

If an individual reservation is cancelled fourteen days or more prior to arrival, the deposit is refunded minus a \$15.00 service charge. If an individual reservation is cancelled thirteen days or less prior to arrival, or does not arrive on the specified dates, the reservation is cancelled for all nights and the deposit will be forfeited.

**Confirmation:** A hotel confirmation will be emailed to you directly from the Resort and Conference Center at Hyannis. **Check-in time after 3:00 pm & Check-out time by 11:00 am**

Please send this form along with your deposit prior to **January 5, 2018**.

Visa     Master Card     AMEX     Check payable to **Resort and Conference Center at Hyannis**

Total Amount Enclosed: \$ \_\_\_\_\_

Card Number: \_\_\_\_\_ Exp Date: \_\_\_\_\_

Name of Cardholder: \_\_\_\_\_

Signature: \_\_\_\_\_ Today's Date: \_\_\_\_\_

**Mail forms, along with your deposit to:**  
**RESORT & CONFERENCE CENTER AT HYANNIS**  
 35 SCUDDER AVE  
 HYANNIS, MA 02601  
 OR FAX 508.778.6039

**For meals only/additional meals and/or any questions please call the MLA office at (781) 545-6984 xt 2**

**MLA Annual Weekend & Lobster Trade Show 2018**  
**RESORT AND CONFERENCE CENTER AT HYANNIS, MA**

**Order Form for Extra Meal Tickets**

Day/Time	Description	Price Per Person	Number Requested	Total Price
1/19/18 Friday Evening 6:30 pm – 7:45 pm  Comedian 7:45-8:45	<u>Resort Barbecue</u> Potato Salad, Cole Slaw, & Assorted Mixed Greens, Grilled Hamburgers, Hotdogs & Sweet Sausage, BBQ Chicken & BBQ Espresso Glazed Country Ribs, Warm Peppers & Onions, Deli Pickles & Condiment Platter, Watermelon & Homemade Brownies, Coffee, Decaf Coffee, Tea and Assorted Sodas	\$50		
1/20/18 Saturday Evening 6:30 pm Dinner	<u>Banquet Dinner</u> Local Cod or Prime Rib of Beef with Warm Rolls, New England Clam Chowder, Caesar Salad, Chef's choice of Starch, Vegetable, Dessert, Coffee, and Tea	\$65		
Please choose Entrée	(Please Choose Entrée)			
	Local Cod-  Prime Rib of Beef-			
Casino night 9:00 – 11:00 pm	Total Amount Enclosed: \$			

Name: \_\_\_\_\_ Tel : \_\_\_\_\_  
 Address: \_\_\_\_\_

Visa     Master Card     Check payable to MLA

Name on Card \_\_\_\_\_  
 Card Number: \_\_\_\_\_ Exp Date: \_\_\_\_\_  
 Last 3 numbers on back of card: You may call this number in: \_\_\_\_\_  
 Signature: \_\_\_\_\_ Today's Date: \_\_\_\_\_

Mail this form to:  
 Massachusetts Lobstermen's Association  
 8 Otis Place, Scituate, MA 02066  
 Tel. 781-545-6984 xt 2  
 Fax 781-545-7837