



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 19th thru Sunday the 21st, 2018. (The 18th 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 18th.

- 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 18th 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. 19th 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 21st. 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)

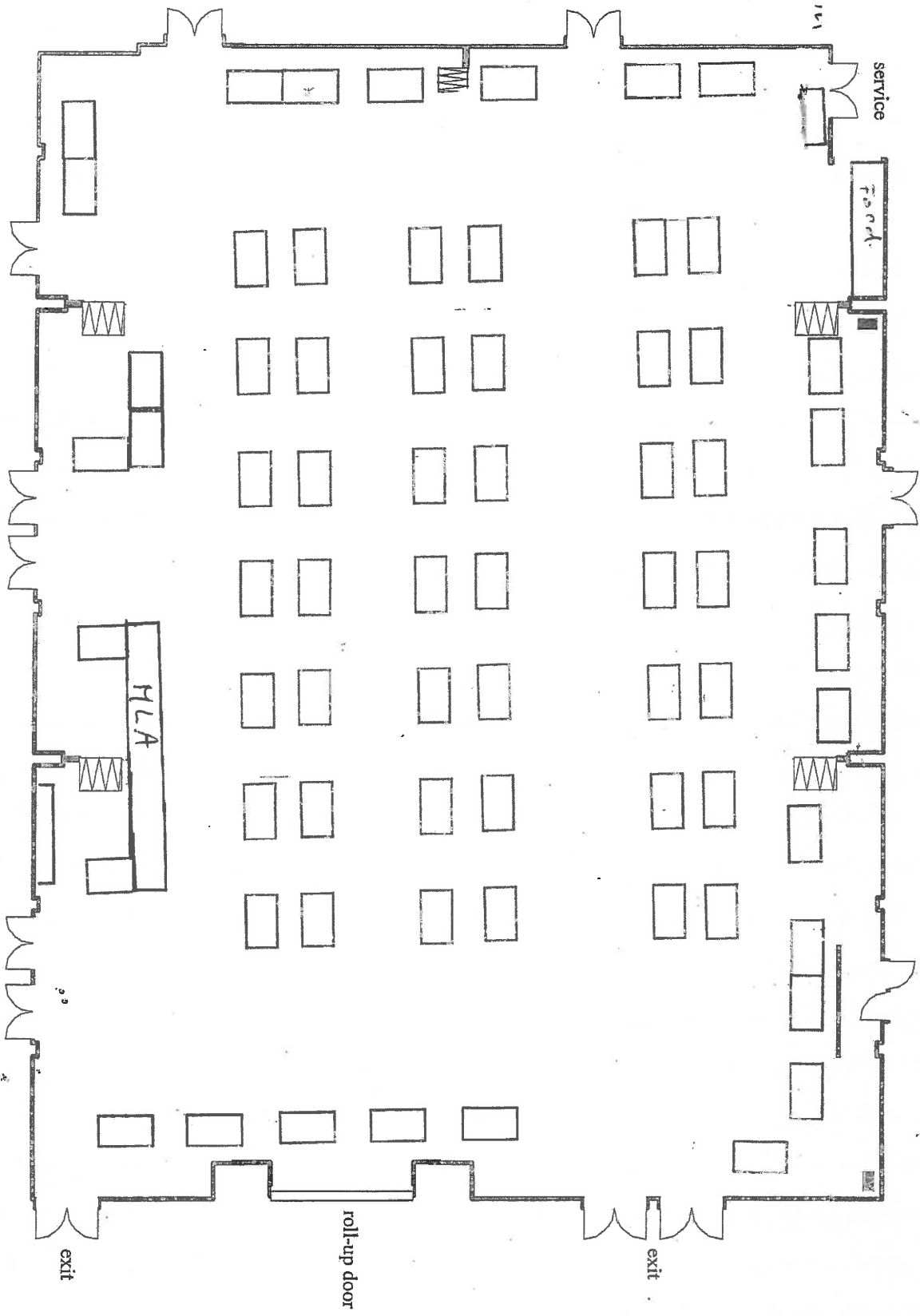
Signature: _____



Osterville B
Osterville A

Grand Ballroom
Grand I

Grand II
service





ANNUAL WEEKEND & INDUSTRY TRADE SHOW

Dear Annual Weekend & Industry Trade Show Sponsor,

The 2018 Annual Weekend and Trade Show are scheduled for January 18th-21st, 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 4' x 8' – 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

Sea Crest Beach Hotel in Falmouth, MA
Preview auction items Friday 1/19/18 9:00-5:00 &
Saturday 1/20/18 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.
Scholarship awards help 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

Note: By receiving your form early your name will be listed in the show program.



ANNUAL WEEKEND & INDUSTRY TRADE SHOW

The Massachusetts Lobstermen's Association will be holding it's Annual Weekend and Trade Show at the **Resort and Conference Center at Hyannis, Hyannis, MA** on January 18 (set up day)—January 21, 2018. The show hours are Friday and Saturday 9-5 and Sunday 8-10am. The aim of this event is to provide an opportunity for lobster fishermen, dealers and equipment suppliers to get together for communication, education *and to have some fun too*. Since the Association also provides educational grants to college bound children of our members, any profits from this event go towards these education grants.

The Annual Weekend Committee is asking if you would help us by being a sponsor for one of our show activities or raffles. These are some of the sponsorship opportunities; the Scholarship Fund Raffle, the Hospitality Room, the Craft, the Comedian, and the printing of the program.

All contributors will be recognized in the show program. Please note that the show program will go to press on January 12th so we need to have everything in by then.

The MLA currently has over 1,800 members which include lobster fishermen, lobster and seafood dealers and equipment suppliers and works all year for the collective good of the resource and the lobster industry.

Admission to the Trade Show Exhibit Halls and Seminars is FREE

We sincerely hope that you will consider helping us out and we thank you in advance for any support you can give.

Annual Weekend Committee

Please return letter with your donation.

Name: _____ Amount: \$ _____

What would you like to sponsor?

- | | |
|--|---|
| <input type="checkbox"/> Scholarship Fund Raffle | <input type="checkbox"/> Craft |
| <input type="checkbox"/> Hospitality Room | <input type="checkbox"/> Comedian |
| <input type="checkbox"/> Printing of Program | <input type="checkbox"/> Let Committee decide |

Thank you for your continued support of the MLAs Annual Weekend and Trade Show

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: _____

<input type="checkbox"/> Visa <input type="checkbox"/> Master Card <input type="checkbox"/> Check payable to <u>MLA</u>
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