



# “Book Your Space Now”

## 2010 Vancouver Motorcycle Show January 21-24, 2010 TRADEX, Abbotsford, BC

1. Print off Space Application/ Contract and Exhibitor and Display Standards. Please fill out application completely including the exhibit description.  
*Exhibit description is critical to ensure that we offer you the most appropriate location. Also, consumers often call post show; they want to buy your product but can't remember your name. A detailed exhibit description helps us to get these hot sales prospects into your hands!*
2. Read and sign the Exhibitor Standards form included in the package. In order to be considered for the show, the signed Standards form must be returned to us accompanied with the Space Application.
3. Indicate whether you are a Corporate Affiliate, Distributor/Wholesale or Retail Exhibitor.  
Note: Booth Space minimum is 10 x 10 and Bulk Space minimum is 600 sq ft.  
Any exhibitor wishing to sell a product at the show must choose the retail rate.
4. Please ensure you calculate your costs using the appropriate sq. ft. rate and include the additional 5% GST in your total.
5. Send in your Space Application and Exhibitor and Display Standards form either by fax or mail along with full payment for any display under \$2000 and 25% deposit for any display over \$2000. Let us know if you have a specific booth location request – it's not always possible to give you the exact placement you want but we will do our best to accommodate you.

\*\*\*Please Note\*\*\* Booth placement will not be done until September 15, 2009. We will contact you to discuss your booth location before we process your payment. Thank you and we look forward to working with you to help get your 2010 season off to a wonderful, profitable start!

### WE ARE HERE TO HELP:

Vancouver Motorcycle Shows  
Suite 178, Unit 800, 15355 - 24th Avenue,  
Surrey B.C. V4A 2H9  
Tel: (604) 535-7584  
Toll Free: 1-800-663-8815  
Fax: (604) 535-1463

Nanette Jacques: Vancouver Show Manager  
Email: [njacques@shaw.ca](mailto:njacques@shaw.ca)

Caroline Bray: Vancouver Office Coordinator  
Email: [bray@sportshows.ca](mailto:bray@sportshows.ca)



# 2010 Vancouver Motorcycle Show, January 21-24, 2010

## Space Application / Contract – please print clearly

Exhibiting Company: \_\_\_\_\_ Date: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Title: \_\_\_\_\_

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

Prov/State: \_\_\_\_\_ Postal Code/Zip: \_\_\_\_\_ Website: \_\_\_\_\_

Telephone: \_\_\_\_\_ Ext: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

**EXHIBIT DESCRIPTION: Please supply a description of all the products/services you wish to display.**

Only those items described below and approved by Show Management will be permitted to be displayed at the show. (Submit photos if available.) After each show we get many calls asking who was displaying a specific product so having this information helps us send customers to you after the show. If your description needs more space, please submit your product list on a separate sheet and attach.

*Exhibitor Standards Page and Exhibit Description must be signed and submitted BEFORE contract will be processed and booth number assigned.*

We agree to pay Canadian National Sportsmen's Shows (1989) Limited (CNSS) (the "Licensor") the appropriate space rate, plus GST. We have read and understand the Conditions of the Application/Contract on the reverse, or attachment if received via e-mail and agree to abide by them. If this Application/Contract is faxed to CNSS, we authorize the Licensor to take any and all steps in reliance on our faxed Application/Contract as though it were an original. By signing below, the undersigned (in both your personal capacity and where applicable, on behalf of the entity) agrees that verbal authorization may be obtained from you to charge the credit card tendered in respect of payment hereunder.

Exhibitor Authorized Signature: \_\_\_\_\_ Print Name: \_\_\_\_\_

Booth Space Options	Vancouver-4Days Jan 21-24, 2010	Fill In: Space & Rate Requested
MMIC Corporate Affiliate Minimum 10x10 booth	\$7.60 per Sq ft	
Distributor/Wholesale Minimum 10x 10 booth	\$10.75 per Sq. ft.	
Retail Minimum 10 x 10 booth	\$10.95 per Sq. ft.	
MMIC Corporate Affiliate Minimum 20 x 30 bulk space only	\$4.80 per Sq ft.	
Distributor/Wholesale Minimum 20 x 30 bulk space only	\$7.60 per Sq. ft.	
<b>RETAIL</b> Minimum 20 x 30 bulk space only	\$7.70 per Sq. ft.	

*To qualify for reduced rates, Exhibitors must be MMIC Corporate Affiliate Members as of October 30, 2009. Dealer Membership does not apply to the MMIC rate.*

**A Deposit of 25% + GST must be paid at time of application to secure booth space.**

**All Contracts totaling less than \$2000 + GST must be paid in full at time of application. Balance is due based on the terms listed on the reverse.**



**Make cheques payable to:  
Canadian National Sportsmen's Shows**

*Your deposit must accompany this application.*

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

VISA \_\_ MC \_\_ AMEX \_\_ Card Number: \_\_\_\_\_ Exp. \_\_\_\_\_

A signed copy of this contract and an invoice will be sent to the above address upon Show Management approval of this Space Application and Exhibitor Standards.

OFFICE USE ONLY	
Customer Code _____	(A) Dimensions Front: _____ x Depth _____
Date Received _____	(B) Dimensions Front: _____ x Depth _____
Booth Space # assigned (A) _____	(A) Sq. ft. _____ @ _____ \$ _____
Booth Space # assigned (B) _____	(B) Sq. ft. _____ @ _____ \$ _____
Sales Person _____	Sub Total \$ _____
Date _____	Plus 5% GST \$ _____
Space Code _____	Total Cost \$ _____
Confirmation Number _____	Deposit Received \$ _____
Invoice Number _____	Interim Balance Due \$ _____
Cheque # _____	Final Balance Due \$ _____
 	
Accepted by Show Management: _____	Date Accepted: _____

**APPLICATION FOR SPACE**

No right to allocation of space may be derived from the application. In special cases the organizers may decide not to confirm an application, to allocate less space than has been applied for, to alter allocated space or to withdraw an allocation without the participant being entitled to claim compensation for damage incurred.

**RENT AND TERMS OF PAYMENT**

- Minimum deposit of 25% + 5% GST must be remitted with application
- Balance payable 30 Days prior to scheduled move-in date for Vancouver: **December 18, 2009**
- All Contracts under \$2,000 + GST must be paid in full at time of application
- Payments will not be accepted at or during the show
- PLEASE MAKE CHEQUES PAYABLE TO CANADIAN NATIONAL SPORTSMEN'S SHOWS

**USE OF SPACE**

Exhibitor standard for displays and signage must adhere to show's written guidelines and must be approved by show management on acceptance of application.

Each exhibitor shall be restricted to showing only those goods described in this agreement, and shall confine its exhibit, activities and operations to the licensed space. Without limiting the generality of the foregoing, the Exhibitor shall be prohibited from handing out coupons, samples or other materials belonging to or promoting the wares or activities of third parties and shall strictly confine all permitted activities to the licensed space. In addition, use of the space shall be strictly restricted to the Exhibitor and the Exhibitor shall not assign, either in part or in whole, otherwise permit the participation of any third party in any of the activities, undertakings or displays in the licensed space, without the prior express written consent of the licensor. In the event of the failure of the Exhibitor to utilize all its space to the satisfaction of the Licensor, it may at any time after the opening hour of the Show allot any vacant space to such other applicant, as it may deem appropriate, in its sole discretion, for the benefit of the exhibition. The Licensor reserves the right to relocate contracted exhibit space as it may deem necessary, in its sole discretion, for the overall benefit of the exhibition.

The use of said space shall be subject to the Rules and Regulations appearing in this contract and in the "Exhibitor Information Kit" and to all further rules and regulations now or hereafter adopted for the conduct of said Show, which are hereby, made a part of this Agreement and to which the Exhibitor agrees strictly to conform. The Exhibitor further acknowledges that the Licensor is a party to an occupancy agreement pursuant to which the use and occupation of the building by the Licensor and all Exhibitors is governed. The Exhibitor agrees to be bound by the terms, conditions, rules and regulations set forth in such agreement.

**CHARACTER OF EXHIBIT**

The Licensor reserves the right, in its sole discretion, to decline, prohibit or remove any exhibit, Exhibitor or proposed exhibit or Exhibitor not approved of by it, and to permit only such matter and conduct as it shall approve. The above reservation covers persons, things, conduct, printed matter, souvenirs and emblems, and all things which effect the character of the exhibition and the Exhibitor will not obstruct or hinder the Licensor in preventing or removing forthwith any matter, conduct or thing which it considers objectionable.

**RISKS**

All property used or exhibited is at the sole risk of the Exhibitor, and the Licensor will not assume any responsibility for the safety of exhibits against theft, robbery, fire, accidents or for any matter or thing whatsoever, or for bodily injury or damage to property or persons caused by the operations of the Exhibitor. The Exhibitor understands and agrees that the Licensor shall assume no responsibility for representations or warranties given by the Exhibitor to the public in regard to its products or services or for transactions or contracts between the Exhibitor and the public, or for any losses or damages arising there from.

**INSURANCE**

All Exhibitors must have Insurance prior to each show. The Exhibitor shall hold the Licensor harmless from any damage, expense or liability, to or in respect to any person, arising out of the Exhibitor's occupancy of the said licensed space or any thing or matter connected with such occupancy or the activities of the Exhibitor, its servants, agents or employees in conjunction therewith, whether or not such activities shall occur in the licensed space, the building or elsewhere.

**REMOVAL OF GOODS**

Under no circumstances shall any portion of an exhibit be removed from the licensed space during the continuance of the Show without prior written permission of the Licensor. The Exhibitor will cause all exhibits, equipment and products to be removed from the Show premises on the date and time specified as "Exhibit Removal Deadline" in the Exhibitor Information Package. The Licensor shall be entitled to remove all exhibits, equipment and products of the Exhibitor to any place of storage, and the Exhibitor shall be liable for all additional charges or damages incurred by the Licensor for or by reason of all such property of the Exhibitor left on the Show premises or other environs after such deadline.

**PREVENTION OR INTERRUPTION OF USE OF PREMISES**

The Licensor reserves the right, exercisable in its sole discretion, to change the date or dates upon which the Show is to be held and shall not be liable in damages or otherwise by reason of such change. In the event the Show is cancelled because of reasons beyond the control of the Licensor, space rental fees or deposits already made will be returned to Exhibitors on a pro rata basis, after all related expenses incurred by the licensor through the date of cancellation have been met, and the Licensor shall be released from any and all claims for damage which might arise in consequence thereof.

**LABOUR AGREEMENTS**

The Exhibitor agrees to observe all union contracts and labour relation agreements in force, agreements between the Licensor, official contractor service companies and the building in which the Show will take place and the labour laws of the jurisdiction in which the building is located.

**CANCELLATION POLICY**

No amount paid or payable by the Exhibitor hereunder is refundable in the event the Exhibitor does not use the reserved space. The Licensor shall have full power in the interpretation and enforcement of all Rules and Regulations whether contained herein or otherwise and the power to make such amendments thereto and such further rules and regulations governing participation in the Show as it shall consider necessary for the proper conduct of said Show.

If the Exhibitor fails to make any said payments at the time appointed thereof, all rights of the Exhibitor hereunder shall cease and terminate, and any payments made by it on account hereof prior to said time may be retained by the Licensor as liquidate damages for the breach of this Agreement, and the Licensor may thereupon re-license said space. The Licensor may at any time that the Exhibitor fails to pay any indebtedness owed by the Exhibitor to Licensor, after demand, seize and sell any property of the Exhibitor within the Show premises or their environs, either at public auction or by private sale, and may apply the proceeds thereof against such indebtedness, together with its costs, without prejudice to any other rights of the Licensor, and the Exhibitor shall be liable for any deficiency or loss suffered by the Licensor. This license may be terminated by the Licensor at any time on the breach of any of the terms or conditions hereof by the Exhibitor, and thereupon all rights of the Exhibitor hereunder shall cease and terminate, and any payments made by it on account hereof to said termination shall be retained by the Licensor as liquidated damages for such breach, and the Licensor may thereupon re-license said space.

Until this application is accepted by the Licensor, the exhibitor shall be entitled to the return of the rent paid, upon notice in writing to the licensor.

**GENERAL**

In the event that any provision of these terms, conditions and rules shall be found to be illegal or otherwise unenforceable, the balance of these terms, condition or rule is not contained herein. No waiver or permitted variation of any provision hereof shall be taken to permit any future waiver or variation of such provision. The Exhibitor hereby consents to the use of any pictures or other images by the Licensor in the subsequent promotion of this Show or any other show of the Licensor.

There is no representation, warranty or condition made by binding upon the Licensor affecting the subject matter of this Agreement of the said space other than as expressed herein or in the Exhibitor Information Package or in writing signed by the Licensor. Nothing herein shall be construed as constituting the Exhibitor and the Licensor partners, joint ventures or agents of one another. The Exhibitor has read and understands the Rules and Regulations and understands that this application and the contract resulting from it will be subject to these Rules and Regulations. The Licensor reserves the right to determine the eligibility and appropriateness of exhibits before acceptance of this contract. This contract and any disputes that may arise here from shall be interpreted and governed in accordance with Ontario law. The parties hereby irrevocably attorney to the jurisdiction of the Courts of the Province of Ontario, it being the intention of the parties that all disputes shall be settled by the Courts of the Province of Ontario applying the laws of the Province of Ontario.



## Exhibitor and Display Standards

Exhibitors in all motorcycle shows produced by Canadian National Sportsmen's Shows (CNSS) must comply with the following guidelines as per the Motorcycle & Moped Industry Council (MMIC).

**A complete explanation of the following items is detailed in the official show exhibitor manuals.**

**This form must be filled out and submitted with the space application.**

*These are new product, public showcases. Non-current, but unsold new inventory is acceptable. No used equipment may be sold without prior written approval from Show Management.*

1.  **All Display areas are to have carpet or other appropriate floor covering throughout – no exceptions!**
2.  **Professional signs are required and expected.** No hand-written or 'home-made' signs. All signs must be made of firm material that does not sag or provision must be made to post the sign properly. Use of duct tape or related materials may not be used to hang signs or used on support mechanisms. Signage for inline 10 x 10 displays must not exceed the backdrop height restriction of 8 feet. If required, Show Management has final word on placement and suitability of any sign.
3.  **Contests and draws.** No contest or prize draw can be held without prior written approval by Show Management. Any exhibitor holding an unauthorized contest or prize draw will be removed from the show immediately and no refund will be offered.
4.  **Insurance.** Exhibitors and non-profit clubs or associations must provide Show Management with proof of exhibitor's insurance prior to the show.
5.  **Professional-looking displays are required and expected.** Cardboard / storage boxes used for non-merchandised inventory must be out of sight and not used as display materials. Custom built displays are encouraged. It is up to the exhibitor to ensure all display material conforms to show rules and regulations as posted in the exhibitor manual.
6.  **'Pop-Up' Tents are not acceptable for exhibit booth displays unless pre-approved by Show Management.**
7.  **Dress Code is 'Business Casual'** or attire reflective of the product or service the general public may purchase from your company. Dress should at all times reflect the family atmosphere. Proper personal grooming of all your staff should be assumed and includes clean attire and generally courteous public demeanor at all times.
8.  **Retail exhibitors are not to sell or display inappropriate clothing or products.** (i.e. slang, slurs, racist, sexist or offensive language, products for drug use, explicit videos or videos condoning and promoting improper riding). Show Management has final word on placement and suitability of any product displayed.
9.  **Use of space by exhibitors should not infringe on aisles.** This includes areas for trying on clothes or viewing areas for video presentations. Sound levels must be monitored to be respectful of your neighbours.
10.  All retail exhibitors must provide documents stating the services/warranty of the products or services they offer for sale at the show with a copy of their return/refund policy. **Exhibitors must provide receipts.** Charities must provide receipts for all donations.
11.  Clubs or non-profit organizations need to supply a display and material description to Show Management before a contract is issued. Non-profit Clubs & Associations must comply with all standards i.e.: professional signs, full coverage carpeting, etc.
12.  It is the exhibitor's responsibility to be aware of show hours. Displays and products must remain in full service up to closing. Early break down/move out is not permitted. Show Management will charge a penalty and/or withhold display space for subsequent shows.
13.  Fire regulations **strictly prohibit** starting the engine of any motorized motorcycle, ATV, or vehicle etc. during show hours. All engines must be displayed according to fire regulations as stated in the exhibitor manual.
14.  **NO children under the age of 16 permitted on the show floor during move-in and move-out in accordance with Provincial Work Safe Regulations.**
15.  Show Management reserves the right to enforce the above exhibitor display standards.

**I have read and agreed to all of the above Exhibitor Standards.**

Name: \_\_\_\_\_ Exhibiting Company: \_\_\_\_\_  
(Please Print)

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