



MARCH THROUGH ALL FOUR SEASONS

Exhibition: March 12-14, 2020
Education: March 11-13, 2020
Ernest N. Morial Convention Center
New Orleans, LA | HPBExpo.com



News and Information for HPBExpo Exhibitors

Important information will be distributed periodically through this Newsletter. Please take a moment to add amyjackson@hpba.org to your approved senders list, so you don't miss out!

Visit our Website

Housing & Registration to Open Soon

Mark your calendars for **September 3**, for the official HPBExpo housing block and badge registration to open online.

Links will go live under the **Exhibit** tab at www.hpbexpo.com to reserve hotel rooms in the official hotel block with onPeak, and to pre-register for exhibitor badges.

[An official list of hotels](#) that will be available online on September 3 can be reviewed in advance.

WARNING:

Third party vendors are already in force offering what may be bogus housing reservations, claiming to be the official vendor for HPBExpo.

Groups such as GHS or GLOBAL HOUSING SERVICES CORP. and World Wide Exhibitions are contacting our industry individuals to solicit reservations. As seen at various online boards like <https://www.complaintsboard.com/global-housing-corp-b125204>, many of these offers are very risky, if not complete scams. This is just one example of the many unknown third-party vendors that may try to contact you. Please contact HPBA show management if you are unsure of a particular offer. And, remember that the official housing vendor for HPBExpo is **onPeak**, available only through the links at www.hpbexpo.com.



Note: when pre-registering for badges online, you will need your exhibiting company's 6-digit HPBA ID number to access the registration dashboard:

ID#:

*An ID# is not needed for hotel reservations, but be sure to make **Exhibitor** hotel reservations (and **not Attendee** hotel reservations) to receive priority points for booking in onPeak's HPBExpo hotel block. See below for additional priority point info.*

Exhibitor Meeting Space

MEETING/FUNCTION SPACE
REQUEST FORM

All requests for convention center and/or hotel meeting/function space must be made through HPBA. Complete the Meeting/Function Space Request Form if meeting/function space is needed.

SHOW FLOOR MEETING
SPACE ORDER FORM

A limited number of Show Floor Meeting Spaces are available, for a fee, for purposes of meeting in a semi-private setting. Products are not allowed in these areas. Complete the Show Floor Meeting Space Order Form for these requests.

NEW! HPBExpo.com Web Advertising

For the first time ever, HPBExpo Exhibitors have an additional platform to boost their brand



awareness and name recognition by advertising on the [HPBExpo.com](https://www.hpbeexpo.com) homepage!

Three (3) ad locations will be available each month, September - March. So, hurry, space is limited and will only be available on a first-come, first-served basis. Be the first to secure a spot on our homepage for the September 3 opening of online Housing and Registration!

Ad material is due no later than 5 business days prior to going live, so if you want to reserve for September 1, you will need to submit a form no later than Monday, August 26.

[Homepage Advertising Details](#)

[Submit An Order Form Now](#)

Earn Priority Points for HPBExpo 2021 Exhibit Space Selection

Earn Points for Prime Space Selection



Exhibitors will again have the opportunity to select exhibit space for the following year's show* while onsite at HPBExpo 2020. The order in which companies may select this space is based on Priority Points earned through past and current HPBA and HPBExpo participation. You can increase your company's points for space selection order, by booking your housing within the official HPBExpo housing block, advertising, sponsoring, taking additional booth space, and more. Points can also be decreased or lost entirely when a company does not exhibit. Points for 2021 selection will be based on the following:

- Ten points for each year a company exhibits in the past five years (2016-2020), unless previous points forfeited
- One point for each year a company has exhibited in excess of any five years, unless previous points have been forfeited (ex: 20 exhibit years= 15 pts.)
- One point for each (10x10) booth over three (> 300 sq. ft.), for the previous year only (2020)
- **Five points for booking hotel rooms in the official HPBExpo Housing Block by January 6, for the previous year only (2020) (Available beginning September 3)**
- **Ten points for booking 50+ room nights in the HPBExpo Housing Block by January 6, for the previous year only (2020) (Available beginning September 3)**
- One point for participation in HPBExpo sponsorship and/or advertising opportunities for the previous year only (2020)

- Two points per year of HPBA membership since 1981, unless previous points have been forfeited
- One "Pioneer Point" for companies who have exhibited and have been a member every year since 1980
- Point deduction for consecutive years of not exhibiting 2016-2020
 - no exhibit in 2020 = **20% point deduction**
 - no exhibit in 2019-2020 = **40% point deduction**
 - no exhibit in 2018-2020 = **60% point deduction**
 - no exhibit in 2017-2020 = **80% point deduction**
 - no exhibit in 2016-2020 = **100% point deduction, full point loss**

If you have any questions about your company's Priority Point standing, please contact Amy Jackson - amyjackson@hpba.org.

** The following year's show, HPBExpo 2021, will be held March 3-6 at Music City Center in Nashville, Tennessee*



Amy Jackson, Senior Manager - Exhibits | Hearth, Patio & Barbecue Association
703-522-0086, x125 | 703-522-0177 (F) | amyjackson@hpba.org | www.hpexpo.com

Did you miss a previous Exhibitor Newsletter? Catch up at <https://hpexpo.com/exhibit/bulletin-email-archive/>.