



Exhibition: March 4-6, 2021  
 Education: March 3-5, 2021  
 Music City Center  
 Nashville, Tennessee  
 HPBExpo.com

# Application & Contract for OUTDOOR EXHIBIT SPACE

Please complete this application and return to HPBA show management. A copy will be returned to you upon acceptance and processing. Read page 2 of this contract for application and payment process as well as the accompanying Rules & Regulations. There is no binding contract until a fully completed and properly executed Application & Contract is accepted in writing by HPBA. The HPBExpo Trade Show Rules & Regulations are a part of the Application & Contract for Outdoor Exhibit Space. Mail this document to Hearth, Patio & Barbecue Association – HPBExpo 2021, 1901 North Moore Street, Suite 600, Arlington, VA 22209, fax to 703-522-0548, or email amyjackson@hpba.org.

**Booth Company Name**  
*(as it will appear online and in printed Show Guide):* \_\_\_\_\_

**Exhibit Contact Name**  
*(this one person will receive all exhibitor correspondence):* \_\_\_\_\_

**Street Address or PO Box:** \_\_\_\_\_

**City:** \_\_\_\_\_ **State/Province:** \_\_\_\_\_ **Zip/Postal Code:** \_\_\_\_\_

**Country:** \_\_\_\_\_ **Phone:** \_\_\_\_\_ **Fax:** \_\_\_\_\_

**Email for Exhibitor Correspondence:** \_\_\_\_\_ **URL:** \_\_\_\_\_

**Has your company ever exhibited at HPBExpo?**  Yes  No **Type of Company:**  Manufacturer  Distributor  Associate  Other: \_\_\_\_\_

**What products does your company offer?**  Hearth  Grills  Fuel  Barbecue Accessories  Patio & Outdoor  Other: \_\_\_\_\_

**Hearth, Patio & Barbecue Association (HPBA) Membership:** **Has your company ever been a Member?**  Yes  No **Will your company be a 2021 Member?**  Yes  No

**Fuel Burning Plans:**  Charcoal  Pellet  Propane  Wood  Other: \_\_\_\_\_

**Type of Booths:**  Trailer  Tent  Structure Built  No Cover  Other: \_\_\_\_\_

**BOOTH SIZE REQUESTED** Total Sq. Ft. (increments of 100) \_\_\_\_\_ **Booth Dimensions** (increments of 10) \_\_\_\_\_ x \_\_\_\_\_

**OUTDOOR BOOTH CHOICES** Select up to four (4) booth locations in order of preference:

1. Booth # \_\_\_\_\_ 2. Booth # \_\_\_\_\_ 3. Booth # \_\_\_\_\_ 4. Booth # \_\_\_\_\_

**If none of your requested booth choices are available, HPBA show management will choose a location based on the following:**

List any companies you wish to be near \_\_\_\_\_

List any companies you do not wish to be near \_\_\_\_\_

**This document must be signed to be accepted by HPBA**

I hereby acknowledge that I have received and reviewed and will comply with the HPBExpo 2021 (i) Space Rental Charges and Payment Terms (page 2 of this form) and (ii) Rules and Regulations (separate document). It is agreed that these (i) Space Rental Charges and Payment Terms and (ii) Rules and Regulations are incorporated into and made a part of this Application and Contract for Outdoor Exhibit Space. I represent that I am authorized to execute this Application and Contract on behalf of the company identified as the exhibitor, and I acknowledge that I am responsible for my company's compliance with the terms hereof.



**Accepted for Exhibitor By:** \_\_\_\_\_

**Title:** \_\_\_\_\_

**Date:** \_\_\_\_\_

**HPBA SHOW MANAGEMENT USE:** Priority # \_\_\_\_\_ ID# \_\_\_\_\_

Member \$30/\$32  Non-Member \$37/\$39  1<sup>st</sup> Time Ex \$30/\$32  NTP

\_\_\_\_\_ Sq. Ft. @ \$30/sq.ft. \$ \_\_\_\_\_

\_\_\_\_\_ Sq. Ft. @ \$32/sq.ft. \$ \_\_\_\_\_

\_\_\_\_\_ Sq. Ft. @ \$37/sq.ft. \$ \_\_\_\_\_

\_\_\_\_\_ Sq. Ft. @ \$39/sq.ft. \$ \_\_\_\_\_

Other \_\_\_\_\_ \$ \_\_\_\_\_

**EXHIBIT SPACE FEE SUMMARY:**

**Outdoor Booth #** \_\_\_\_\_

**Total Square Feet** \_\_\_\_\_

**TOTAL BOOTH FEE: \$** \_\_\_\_\_

Amended \_\_\_\_\_ | \_\_\_\_\_  
 Initials/Date Initials/Date

**CANCELLATIONS:**

Cancellation Fee\*\* \$ \_\_\_\_\_ Refund Due \$ \_\_\_\_\_

**\*\*20% of total exhibit space fee is Non-Refundable through September 1, 2020; 50% of total booth space fee is Non-Refundable from September 1, 2020 through November 30, 2020; and 100% of total booth space fee is Non-Refundable after November 30, 2020.**

# HPBExpo 2021 SPACE RENTAL CHARGES AND PAYMENT TERMS

## 1. Exhibit Space Fees

### a. Member Category: \$30/32+ per square foot~

HPBA members paying dues under the Manufacturer, Distributor, or Associate membership categories and in good standing at the time of the Expo

### b. Non-Member Category: \$37/\$39+ per square foot^

Exhibitors that are not members of HPBA in good standing at the time of the Expo; HPBA Manufacturers' Representative, Retail, or Service Category members

### c. First-Time Exhibitor Discounted Category: \$30/32+ per square foot

Exhibitors that have never been a member of HPBA and have never exhibited in an HPBExpo

*+Secondary, higher price applies to indoor corner booths and all outdoor space over and above indoor space contracted.*

*~Member exhibitors with 2,000 sq. ft. or more will receive a \$0.40 discount per sq. ft.*

*^Non-member manufacturers that do not produce or exhibit hearth products, grills, or fuels are eligible for the member category rate.*

2. Your contracted company name for HPBExpo 2021 must be the same as your HPBA member company name (i) to receive credit for membership and not be charged the non-member exhibit rate and (ii) to receive priority points for membership.
3. If you wish to reserve space for HPBExpo 2021 during the Priority Booth Assignment ("PBA") at HPBExpo 2020, you must:
  - a. Bring a non-refundable deposit of 20% of your exhibit fee with you to the PBA;
  - b. Pay an additional 30% of your exhibit fee by June 30, 2020; and
  - c. Pay the remaining 50% of your exhibit fee by November 1, 2020.
4. If you wish to reserve space for HPBExpo 2021, but do not attend the PBA and submit an application that is received at HPBA no later than March 6, 2020, you must:
  - a. Send in a non-refundable deposit of 20% of your exhibit fee with your application;
  - b. Pay an additional 30% of your exhibit fee by June 30, 2020; and
  - c. Pay the remaining 50% of your exhibit fee by November 1, 2020.
5. If you wish to reserve space for HPBExpo 2021, and submit an application that is received by HPBA after March 14, 2020, but before November 1, 2020, you must:
  - a. Send in a deposit of 50% of your exhibit fee, of which a portion is non-refundable, with your application; and
  - b. Pay the remaining 50% of your exhibit fee by November 1, 2020.
6. If you wish to reserve space for HPBExpo 2021, and submit an application that is received by HPBA on or after November 1, 2020, you must send in the full exhibit fee with your application. In addition, payments received after February 1, 2021 must be made using a credit card. 50% of the total exhibit fee is non-refundable through November 30, 2020; and 100% of the total exhibit fee is non-refundable after November 30, 2020.
7. Checks must be made payable to: "HPBA" and sent to: Hearth, Patio & Barbecue Association, PO Box 412397, Boston, MA, 02241-2397 via regular mail. *If using Express Service send to: Bank of America Lockbox Services, Hearth Patio and Barbecue Assoc., Lockbox#412397, MA5-527-02-07, 2 Morrissey Blvd., Dorchester, MA 02125.*
8. HPBA's receipt of a deposit does not create a binding agreement with any application for exhibit space. HPBA retains the right, in its sole discretion, to decline to accept an application by returning any submitted deposit.
9. **DOWNSIZE AND CANCELLATION POLICY:** Exhibit booth space contracted for, in an Exhibit Space Application & Contract accepted by HPBA, may be downsized or cancelled if written notice of downsizing or cancellation is received by HPBA on or before November 30, 2020. The amount of any refund due to the exhibitor will depend upon when HPBA receives such written notice. Notice of downsizing or cancellation must be sent in writing by U.S. mail or overnight courier to HPBA - HPBExpo 2021 Show Management, 1901 North Moore Street, Suite 600, Arlington, VA 22209.
  - Exhibitors whose downsizing or cancellation notices are received by HPBA on or before September 1, 2020 shall be liable for 20% of the price of the cancelled portion of the booth space, plus 100% of the price of the retained booth space.
  - Exhibitors whose downsizing or cancellation notices are received by HPBA after September 1, 2020 but on or before November 30, 2020 shall be liable for 50% of the price of the cancelled portion of the booth space, plus 100% of the price of the retained booth space.
  - Exhibitors whose downsizing or cancellation notices are received by HPBA after November 30, 2020 shall be liable for 100% of the price of the cancelled portion of the booth space, plus 100% of the price of the retained booth space.
  - Any refunds due shall be processed and paid after the conclusion of the HPBExpo 2021. Exhibitors shall be liable for all cancellation fees and booth fees, irrespective of whether booth fee deposits have been paid in a timely manner.