

NEW PRODUCT PAVILION RULES FOR ENTRY

A. Product Submissions

1. Each product line is considered a separate entry.

B. Eligibility

1. Entries are limited to those firms exhibiting at the HPBExpo27.
2. To qualify as a new product, the submitted entry must have been introduced to the marketplace after the HPBExpo26, held March 18-21, 2026.

C. Display Options

1. **An actual product** may be displayed in the appropriate size category (tabletop or free-standing – see F.2-4 below).
2. **A poster display** of the product may be substituted in place of the actual product (see F.2-4.). Exhibitors are responsible for supplying and delivering a poster no larger than 16" x 20".
3. **A video display** of the product may be substituted in place of the actual product (see F.2-4). Exhibitors are responsible for supplying and delivering a monitor sized to fit within the category selected. Electrical outlets are available for an additional fee of \$299 if ordered by January 15 (see H.1).

D. Attendees' Choice Awards

1. Each product displayed in the New Product Pavilion will be an eligible entry for the HPBExpo27 Attendees' Choice Awards. Attendees will vote for their choice of top new products in three categories: Hearth, Barbecue, and Outdoor Living.

Winners will be announced live on Friday, March 5 at the HPBExpo Ultimate Awards Show; **applicants must attend the Ultimate Awards Show.**

E. Limitations

1. Any literature displayed with the product must remain within the allotted space for the product (see Section H.1).
2. Products are to be displayed without exhibitor staffing.

F. Entry Dimensions

1. The dimensions of each entry set forth on the New Product Pavilion Entry Agreement shall be as the entry will be positioned for display.
2. For 3 ft. tabletop entries, the product, monitor, and/or other display materials must fit within a 2 ft. x 3 ft. space and cannot be over 40 lbs.; a poster display not larger than 16 in. x 20 in. may be substituted for the actual product for a tabletop display.
3. For 6 ft. tabletop entries, the product, monitor, and/or display materials must fit within a 2 ft. x 6 ft. space and cannot be over 80 lbs.; a poster display not larger than 16 in. x 20 in. may be substituted for the actual product for a tabletop display.
4. For entries larger than 2 ft. x 6 ft. or over 80 lbs., the entry will be considered free-standing (additional entry fee will apply to entries larger than 5 ft. x 10 ft). Exhibitors may choose to supply a display table or structure for free-standing entries.

G. Entry Agreement

1. Participants in the New Product Pavilion must complete the online New Product Pavilion Entry Agreement. Participants will be invoiced and must pay fees in full, prior to acceptance of product.
2. Accepted Agreements and payment will be acknowledged by HPBA by email. If you do not receive acknowledgement, please contact us. Unacknowledged products cannot be shown in the pavilion.

H. Fees and Entry Deadlines

1. Entry fees are as follows:
 - **Early-Bird:** Entries submitted no later than **October 30:**
3 ft. Table-Top: \$499; **6 ft. Table-Top:** \$599; **Free-Standing*:** \$699
 - **Standard Rate:** Entries submitted after **October 30** and no later than **January 15:**
3 ft. Table-Top: \$599; **6 ft. Table-Top:** \$699; **Free-Standing*:** \$799
 - **Late Entry Rate:** Entries submitted after **January 15;** acceptance is subject to space availability:
3 ft. Table-Top: \$699; **6 ft. Table-Top:** \$799; **Free-Standing*:** \$899
*Additional entry fee will apply to free-standing entries larger than 5 ft. x 10 ft.
 - **Electrical outlets** are available for an additional **\$299 through January 15.**
2. Fees are due upon receipt of an invoice and are non-refundable.
3. Checks should be made payable to HPBA. Credit card or electronic payments will also be accepted; instructions are available upon request.
4. Entries submitted after **January 15** will be accepted depending on space availability.

I. Product Delivery

1. Entries are to be shipped with the exhibitor's freight shipment, or separately to the exhibitor's booth. See exhibitor shipping labels in the Exhibitor Service Manual.

2. Exhibitors may deliver products to the pavilion during set-up hours, beginning at **1:00 PM, Tuesday, March 2, until 3:00 PM, Wednesday, March 3.** Products are not to be delivered to the pavilion on show days.

J. Product Display

1. Entries will be displayed in locations determined at HPBA's sole discretion. Exhibitors may not choose alternate locations.
2. HPBA show management will provide signage including exhibitor's name and booth number, product entry name and description, as submitted by the exhibitor. Grammatical corrections may be made by HPBA show management.
3. Electrical connections are available for an additional charge if ordered by January 15. Battery operation may be permitted upon HPBA show management approval.
4. Live burning is **NOT** allowed in the Pavilion, no exceptions.

K. Product Descriptions & Images

1. Product descriptions and images submitted to HPBA may be posted online. Please notify HPBA show management if your product description and/or image should NOT be used in any promotional materials.

L. Security

1. Although security will be employed in the New Product Pavilion during the event, HPBA show management does not assume any responsibility for losses incurred by exhibitors from theft, damage, etc. Exhibitors should purchase adequate insurance for their entries.
2. Photography is not permitted in the pavilion unless express permission is granted by the owner of the product to be photographed.
3. Security will be instructed to allow a reasonable amount of touching, feeling, and/or holding of the product. Please notify HPBA if touching your product shall not be permitted.
4. **Security coverage will end in the NPP two hours after show close on Saturday, March 6.**

M. On-Site Checkout of Entries

1. Exhibitors must have the following forms of identification to pick up products: (1) 2027 Exhibitor Badge (2) Business Card or State-Issued ID.
2. **Entries are to be picked up on Saturday, March 6, within two hours of show close.** Early pick-up during show hours will not be permitted.
3. Exhibitors expressly agree that HPBA show management takes no responsibility for products, poster displays, monitors/video displays, and other display materials not claimed within two hours of show close on **Saturday, March 6.**

N. Indemnification

1. Exhibitor shall indemnify, defend (with legal counsel satisfactory to HPBA), and hold HPBA and the Exhibit Facility harmless from any claims, demands, suits, liabilities, damages, losses, costs, reasonable attorneys' fees and expenses which result from or arise out of or in connection with: (a) Exhibitor's participation in or presence at the New Product Pavilion, (b) a breach by Exhibitor of any agreements, covenants, promises or other obligations under this Agreement; (c) any matter for which Exhibitor is otherwise responsible under the terms of this Agreement; (d) any violation or infringement (or claim of violation or infringement) of any law or ordinance or the rights of any party under any patent, copyright, trademark, trade secret or other proprietary right; (e) any libel, slander, defamation or similar claims resulting from the actions of Exhibitor; (f) harm or injury (including death) to Exhibitor or Exhibit Attendees; and (g) loss of or damage to property or the business or profits of Exhibitor, whether caused by negligence, intentional act, accident, act of God, theft, mysterious disappearance, or otherwise.

O. Exhibitor Agreement

1. Exhibitor agrees that the terms and conditions of the Application & Contract for Exhibit Space applicable to Exhibitor's HPBExpo27 exhibit booth(s), including without limitation the insurance requirements set forth therein, shall also be applicable to Exhibitor's entries and participation in the New Product Pavilion.
2. HPBA solicits and anticipates the cooperation of all participating Exhibitors in abiding by the rules established for the New Product Pavilion & Attendees' Choice Awards. These rules are for the protection of the Exhibitors' products and are designed to result in the display of the products in the most professional, businesslike setting. Exhibitors must attend the Ultimate Awards Show to remain eligible for an Attendees' Choice Award.
3. Space is limited, and eligible products will be accepted on a first-come, first-served basis.