

MID-COLUMBIA
BOAT
&
RV
SHOW & SALE

4 Days

April 19 through April 22, 2012
Columbia Point Park & Marina
Richland, WA

Mid-Columbia **BOAT & RV** Show

Thursday April 19 through Sunday April 22, 2012



**Move-in all day Wednesday
& Thursday morning**

Show Hours

Thursday

2:00 p.m. - 7:00 p.m.

Friday & Saturday

10:00 a.m. to 7:00 p.m.

Sunday

10:00 a.m. until 4:00 p.m.

Columbia Point Park & Marina Site Map



Columbia Point Park and Marina in Richland, Washington



Columbia Point reflects the vision established for Richland's "jewel" early in the 1990s. Amenities include an 18-hole golf course, yacht club, parks, boat launch and paved trail along the Columbia River. Private developments include Courtyard by Marriott, Anthony's Homeport, Applebee's, retailers, professional offices and condominiums.



Rate Sheet

25,000 sq. ft.	\$7,000
20,000 sq. ft.	\$6,500
15,000 sq. ft.	\$6,000
10,000 sq. ft.	\$5,500
5,000 sq. ft.	\$5,000
2,500 sq. ft.	\$4,500

10 x 10 ft. vendor booth \$375

All exhibit area sizes are approximate and subject to modification.

All vendors receive access to overnight security.



MID-COLUMBIA BOAT & R.V. SHOW

COLUMBIA POINT PARK AND MARINA, RICHLAND, WA, APRIL 19 to 22, 2012

APPLICATION/CONTRACT FOR EXHIBITION SPACE

Name of Business: _____

Address _____ **City** _____ **State** _____ **Zip** _____

Contact _____ **PH ()** _____ **FX ()** _____

Washington State Tax I.D. Number _____

EXHIBIT SPACE REQUEST

Square Foot (2500 SQ. FT. MIN.) REQUEST _____ sq. ft.

ESTIMATED AMOUNT DUE \$ _____

DEPOSIT (50% or more of amount due) \$ _____

BALANCE DUE BY 4/15/12 \$ _____

VENDOR BOOTH REQUEST

Vendor Booth-\$3.75 sq. ft. (Minimum 100 sq. ft.) REQUEST _____ Square feet

ESTIMATED AMOUNT DUE \$ _____

DEPOSIT (50% or more of amount due) \$ _____

BALANCE DUE BY 4/15/12 \$ _____

Go to next page to provide a description of products or services that you will be exhibiting.

Applicant has read and agrees to be bound by the terms of the front and back sides of this Application/Contract.

Printed Name _____ Date _____

Authorized Signature _____ Title _____

**(CONTINUED ON NEXT PAGE)
PLEASE DO NOT WRITE IN SPACE BELOW**

Check # _____ Bank # _____ Check \$ _____

EXHIBIT SPACE ASSIGN # _____ Sq. Ft. _____

RETURN TO: P.S. MEDIA, INC., 7303 W. Canal Dr., Ste. A-102, Kennewick, WA 99336

Description of Products and Services			
Boat and R.V.			
Make & Model (one per line please)	Year	Length	Width
1)			
2)			
3)			
4)			
5)			
6)			
7)			
8)			
9)			
10)			

Vendor/Accessory Display

(Check all that apply)

- Boats, Brokerage
- Boats, Inflatable
- Boat, Trailers
- Batteries Battery Chargers
- Chandlery & Marine Supplies
- Computers & Software
- Electronics
- Fishing Equipment & Accessories
- Graphics & Lettering
- Insurance
- Marine Hardware
- Navigational/Charting Aids
- Sails & Sail Handling Equipment
- Water Ski & Wakeboard Equipment

- Boats, Charter & Yacht Lease
- Boats, Personal Watercraft
- Boats, Wood
- Boatyards & Marine Repair
- Cleaners, Adhesives, Chemicals
- Cushions, Chairs & Boatseats
- Engine Controls & Accessories
- Galley Equipment & Refrigeration
- Heating & Air Conditioning
 - Interiors
- Marine Properties
- Paints, Finishes, Removers
- Sanitation Equipment
- Other _____

- Boats, Canoes, Kayaks, Paddle
- Boats, Power
- Boats, Other
- Books, Videotapes & CD Rom's
 - Clothing & Footwear
- Davits
- Engines: Outboard/Inboard
- Generators
- Instruction & Education
 - Lighting
- Marine Stores
- Publications: Periodicals & Magazines
- Scuba Diving Equipment

- Boats, Dinghies
- Boats, Sail
- Anchors & Windlasses
- Canvas Products
 - Communication Systems
- Docks, Floats, Lifts
- Financing & Banking
- Gifts, Jewelry, Art & Goods
- Instrument Repair
 - Marinas & Resorts
- Marine Surveyors
- Safety Equipment
- Water Makers/ Desalinators



7303 W. Canal Dr., Ste. A-102

Kennewick, WA 99336

APPLICATION/CONTRACT TERMS

1. APPLICATION-Applicants by this Application/Contract petition P.S. Media, Inc. and The City of Richland for participation in the 2012 Mid-Columbia Boat and R.V. Show.
2. APPLICATION DUE DATE/PAYMENT SCHEDULE- This application/Contract and required deposit must be received and receipted by P.S. Media, Inc. on or before the due date by 5:00 pm Monday, March 20, 2006. Final payment must be received by P.S. Media, Inc. on or before 5:00 pm Monday, March 26, 2012.
3. LATE PAYMENT/FEE SCHEDULE- If final payment is not received by the due date, a late payment fee of 10% of any balance due will be assessed. The late payment fee must accompany the final payment. Final payment and late payment fee must be received by P.S. Media, Inc. on or before 5:00 pm Tuesday, April 17, 2012, or space will be reassigned.
4. EXHIBITOR'S HANDBOOK- Applicant agrees to be bound by the Mid-Columbia Boat and R.V. Show Rules and Guidelines Handbook. A copy of the Rules and Guidelines handbook will be furnished to applicant upon request, or prior to move-in. Applicant agrees that if it fails to comply with the terms of this Agreement and the Rules and Guidelines handbook, P.S. Media, Inc. shall have the right, without notice to the Applicant, to remove applicant's exhibit from the show.
5. NO SUBLETTING OF EXHIBIT SPACE- Applicant agrees not to sublet any portion of the space assigned without the written consent of P.S. Media, Inc.
6. EXHIBIT DISPLAY- Applicant agrees to use the exhibit space exclusively as set forth on the front side of this application.
7. CANCELLATION BY APPLICANT- In the event of cancellation by the Applicant on or before April 26, 2012, P.S. Media, Inc. will refund monies paid upon applicant's assigned space being relet. Cancellation by the Applicant after April 26, 2012, shall result in forfeiture to P.S. Media, Inc. of the rental paid: provided, if, P.S. Media, Inc. relets the assigned space, P.S. Media, Inc. shall retain \$300 or fifteen percent (15%) of the invoiced rental, whichever is greater, as liquidated damages.
8. CANCELLATION/REDUCTION OF EXHIBIT SPACE BY P.S. MEDIA, INC.- P.S. Media, Inc. reserves the right to reduce Applicant's exhibit space and/or to revoke and cancel the acceptance of this Application/Contract by P.S. Media, Inc. with or without good cause. In the event of cancellation, P.S. Media, Inc. shall refund to Applicant its space rental payment. Applicant agrees to waive all claims for damages, arising from or caused by P.S. Media, Inc.'s cancellation, against: 1) P.S. Media, Inc., its employees, Officers, agents, committee members, and volunteers; 2) the City of Richland and its employees; 3) or any company providing P.S. Media, Inc. with a temporary structure for the Mid-Columbia Boat and R.V. Show purposes.
9. LIABILITY/HOLD HARMLESS- Applicant agrees to indemnify and hold harmless from all claims, damages, attorney fees, costs, and expenses arising from any injury to Applicant, Applicant's employees, guests, and patrons arising from Applicant's use of the assigned space and participation in the Mid-Columbia Boat and R.V. Show the following: 1) P.S. Media, Inc., its employees, Officers, agents, committee members, and volunteers; 2) the City of Richland and its employees; 3) or any company providing P.S. Media, Inc. with a temporary structure for the Mid-Columbia Boat and R.V. Show purposes.
10. APPLICANT INSURANCE- Applicant shall maintain bodily injury and property damage insurance coverage, including contractual liability, in the minimum amounts of \$1,000,000 per occurrence and \$1,000,000 in the aggregate where aggregate limits apply, and shall name P.S. Media, Inc., the City of Richland, the County of Benton, their employees, Officers, and agents, additional insured under the policy. Applicant shall maintain all risk property insurance covering applicant's own property and property of other in the Applicant's care, custody, or control. Applicant agrees to waive subrogation against P.S. Media, Inc., the City of Richland, and its employees for loss or damage to Applicant's property or property in care, custody, or control. Certificates of insurance shall be furnished to P.S. Media, Inc. prior to move-in. Applicant's insurance shall be primary in any and all claims.
11. DAMAGE TO APPLICANT'S EXHIBIT- Applicant assumes all risks of damage to its exhibit and/or loss, by theft or otherwise, of the exhibit or other property. No claim arising from such loss shall be made by Applicant upon P.S. Media, Inc., the City of Richland, its employees, or any company providing P.S. Media with a temporary structure for the Mid-Columbia Boat and R.V. Show purposes, or their representatives.
12. COMPLIANCE WITH LAWS- Applicant agrees to comply with all laws, statutes, ordinances, rules, and regulations of the government of the United States, State of Washington, County of Benton, and the City of Richland.
13. MOVE-IN/MOVE-OUT- Applicant agrees to comply with the P.S. Media Inc. schedule of Move-in and Move-out. P.S. Media, Inc. will advise Applicant of Applicant's Move-in schedule. The 2012 Move-out schedule mandates that all display property must be off the park grass and marina docks by midnight Sunday, April 22. All watercraft, RV's, trailers, vehicles and display property must be entirely off the park property (parking lot) by 7 p.m. Monday, April 23, 2012.
14. APPLICANT'S ACCOUNT- Applicants account with P.S. Media, Inc must be paid in full before Applicant is assigned space or permitted to move into the Mid-Columbia Boat and R.V. Show.
15. MUSIC- Playing recorded music, radio and television at Applicant's exhibit is prohibited. However, a video with background music may be played at Applicant's exhibit provided Applicant has first secured a license covering "public performance rights" or "all rights" to play the music contained in said video and has executed a Hold Harmless Agreement and Agreement Re Use of Music at Show Exhibit. Said agreement must be delivered to P.S. Media, Inc. by April 2, 2012. The sound and volume must be acceptable to Mid-Columbia Boat and R.V. Director.
16. ADVERTISING TOBACCO PRODUCTS- Applicant agrees that it will not display, promote or advertise any tobacco products including any product containing tobacco, the prepared leaves of plants of the nicotiana family including but not limited to cigarettes, loose tobacco, cigars, snuff, chewing tobacco or any other preparation of tobacco. Applicant further agrees that any violation of this paragraph will be a material breach of its contractual obligation.



7303 W. Canal Dr., Ste. A-102

Kennewick, WA 99336

Mid-Columbia Boat & R.V. Show
At
Columbia Point Park and Marina

April 19 to 22, 2012

EXHIBITOR HANDBOOK

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P.S. Media, Inc.
2012 Mid-Columbia Boat & R.V. Show
Columbia Point Park & Marina
Rules and Guidelines

I. BOAT AND R.V. EXHIBIT

Current Model Boats & R.V.s: “Current Model” is defined as any boat or R.V. that has a hull serial number or vehicle identification number of 2010, 2011, or 2012 and is still in a current production series. It may be sold at show, but not delivered until after the completion of the Mid-Columbia Boat and R.V. Show, Sunday, April 22, 2012, 4:00 pm. If sold at show, boat or R.V. may not have name or registration numbers on it, and must remain available to public viewing or inspection.

Brokerage & R.V.s: No brokerage or R.V.s will be allowed to be displayed in the Mid-Columbia Boat and R.V. Show without prior written approval from P.S. Media, Inc. show management. In the case that used or brokerage boats and R.V.s are allowed, not more than 15% of exhibitors total inventory, (units), shall be allowed as such.

Access to Boats & R.V.s: Exhibitors shall provide a safe access to boats and R.V.s. If access is constructed, the construction shall be safe and constructed in a professional manner. No steps will be allowed to extend beyond assigned display space or into designated traffic aisles.

Boat & R.V. Demonstrations: No demonstration or movement of boats and R.V.'s is permitted during the show. No running of engines is permitted during the hours the show is open to the public.

II. BOOTH EXHIBIT

Character of Exhibits: Only products of the assigned exhibitor may be exhibited within the assigned space. No cooking is permitted.

Partitions and/or Aisle Obstructions: Each exhibitor is entitled to a reasonable sight line from the aisle regardless of the size of the exhibit. Each exhibitor is also entitled to use as much of the total floor space as possible as long as such use does not interfere with the rights of other exhibitors. In the event of a dispute, P.S. Media, Inc. will determine whether or not an obstruction exists. Consideration will be given but not limited to the following factors: 1) Size of aisle frontage. 2) type of partition or display; i.e. solid wall vs. see-through. The decision of P.S. Media, Inc. will be final.

Music: The playing of tape-recorded music, radio and television in Exhibitor's space is prohibited. However, a video with background music may be played in Exhibitor's space provided Exhibitor has first secured a license covering "public performance rights" or "all rights" to play music contained in said video and has executed a "Hold Harmless and Agreement Re-Use of Music at Boat & R.V. Show Exhibit." Said agreement must be delivered to P.S. Media, Inc. prior to the opening of the show.

HOLD HARMLESS AGREEMENT AND
AGREEMENT RE-USE OF MUSIC AT BOAT & R.V. SHOW EXHIBITS

The undersigned exhibitor, exhibiting at the 2012 Mid-Columbia Boat and R.V. Show at Columbia Point Park & Marina, agrees to hold P.S. Media, Inc., its employees, officers, and agents harmless from all defense costs, attorney fees and other expenses, including all damage awards in favor of BMI, ASCAP and/or any composer or their representative, arising from copyright infringement claims as a result of the undersigned's use of videos containing music at the undersigned's exhibit.

The undersigned exhibitor intends to use at its exhibit the following named videos:

- 1.
- 2.
- 3.

The undersigned exhibitor warrants that it has a license covering public performance rights or all rights to play music contained in the aforesaid videos at its exhibit, a copy of which license and song list is attached hereto and has been furnished to P.S. Media, Inc.

The undersigned exhibitor further acknowledges and agrees that it will not play said video/s in the event BMI, or ASCAP or any composer express any objection.

Dated _____

Printed Name _____

Authorized Signature _____

III.

GENERAL INFORMATION

Food and Beverages: No refreshments, food or intoxicating beverages shall be made available to the public (except by designated vendors), or consumed in assigned exhibition area during the hours the show is open to the public.

Insurance Endorsement: Applicant shall maintain bodily injury and property damage insurance coverage in the minimum amounts of \$1,000,000 per occurrence and \$1,000,000 in the aggregate where aggregate limits apply, and shall name the City of Richland, Benton County, P.S. Media, Inc., its employees, officers, and agents as additional insureds under the policy. Applicant shall maintain all risk property insurance covering applicant's own property and property in the care, custody, or control. Certificates of insurance shall be furnished to P.S. Media, Inc. prior to the show. Applicant's insurance shall be primary in any and all claims.

Message Center: No message center will be made available by show management.

Move-in: Exhibitors will be notified of their specific move-in time no later than Monday, April 17, 2006. Please be staged and ready at your appointed time or risk not being placed where you were assigned.

Move-out: Move-out may begin Sunday, April 22, 2012 at the conclusion of the show (4 p.m.). All displays must be off the park grass and marina docks by midnight Sunday, April 22, 2012. All watercraft, RV's, trailers, vehicles and display property must be entirely off the park property (parking lot) by 7 p.m. Monday, April 23, 2012.

Demonstrations: Exhibitors who demonstrate their products must organize the demonstration areas within the exhibitor's space so as to not interfere with any aisle traffic. The demonstration table/area must be placed a minimum of two (2) feet from the aisle line.

Sound: Exhibitors are asked to monitor their own booths to be sure noise levels from demonstrations or video systems is kept to a minimum and does not interfere with others. The use of sound systems or equipment producing sound is an exception to the rule, not a right. P.S. Media, Inc. reserves the right to determine at what point the sound interferes with others and must be discontinued. Video equipment must be placed a minimum of two (2) feet from the aisle line.

Attendance: No exhibit, boat, or R.V. shall be removed or closed to the public during the hours of the show. No exhibit, boat, or R.V. shall be removed from the show prior to closing at 4:00 pm Sunday, April 22, 2012.

Show Hours: Exhibit area must be staffed at all times during show hours. Show hours are Thursday 2:00pm to 7:00pm, Friday and Saturday, 10:00 am to 7:00 pm, and Sunday, 10:00 am to 4:00 pm.

Washington State Department of Revenue: Washington State law provides that every person who engages in any business for which a tax is imposed under the revenue act shall obtain a certificate of registration from the Department of Revenue.

Distribution of Literature and Giveaways: No person or firm will be allowed to distribute literature or merchandise outside of their own exhibit area. Persons or firms not exhibiting in the Mid-Columbia Boat & R.V. Show will not be allowed to distribute any literature or merchandise without the written consent of P.S. Media, Inc. or its designee.

Fire Regulations- No Smoking Policy: All booth and exhibitor display areas have been designated "NO SMOKING AREAS" as required by the Fire Marshall. Smoking is permitted in the parking lots or designated smoking areas.

Show Management:

P.S. Media, Inc.
7303 W. Canal Dr., Ste. A-102
Kennewick, WA 99336
PH (509) 737-1166
FX (509) 737-9166

Dave Praino
C (509) 947-4321

Mark Showalter
C (509) 948-4881