



2024 OCEAN CITY TRADE EXPO

Produced by the OC Hotel-Motel-Restaurant Association - Celebrating 50 years uniting hospitality buyers and sellers!



WHY EXHIBIT?



NETWORK

Largest hospitality gathering in the Mid-Atlantic. Use the power of face-to-face! This sweet spot is a great way to connect with the hospitality industry.



SHOWCASE

Display, demonstrate, & discuss all you offer, all in two days. Put a face behind your brand!



CASUAL SELLING

Relaxed atmosphere of FUN makes selling easy. Come out of winter hibernation & kick off spring!

FOR MORE INFORMATION

(410) 289-6733

inquire@ocvisitor.com

OceanCityTradeExpo.com



2024

MARCH 3 & 4

Ocean City Convention Center
OceanCityTradeExpo.com



Attendees from MD, DE, VA, & DC
*Hotels, Motels, B&B's, MGNT
Companies, Restaurants, Bars,
Coffee Shops, Ice Cream shops,
Casinos, Hospitals, & Schools!*

Turnkey venue - non-union
Convention Center - bring
your own cart!

**INGREDIENTS
FOR SUCCESS**



Since 1971, our trade Association has been uniting hospitality. Access to our staff is easy- we are here to assist in growing your business!

TESTIMONIAL




"Reasons I exhibit - It's the only place I can see all my customers in one relaxing environment!" - Dan DiGrazio President of R&R Coatings


**CHECK US
OUT**

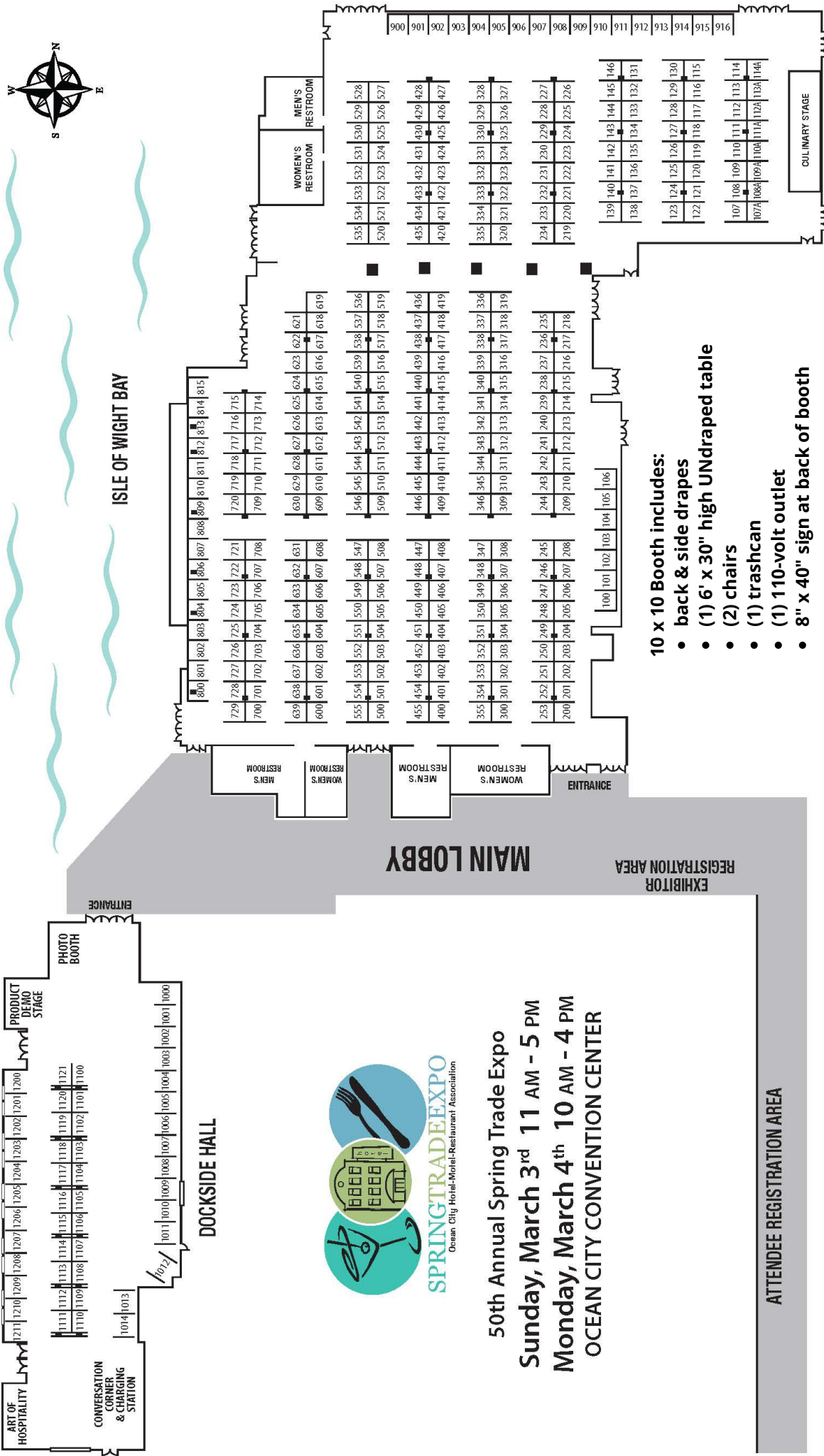


See who exhibited in 2023 and learn more by visiting our "Expo Info" & "About Us" pages on our site.

RESERVE YOUR SPACE TODAY

 inquire@ocvisitor.com

 (410) 289-6733



ISLE OF WIGHT BAY

MAIN LOBBY

REGISTRATION AREA

EXHIBITOR AREA

ATTENDEE REGISTRATION AREA

50th Annual Spring Trade Expo
Sunday, March 3rd 11 AM - 5 PM
Monday, March 4th 10 AM - 4 PM
OCEAN CITY CONVENTION CENTER



- 10 x 10 Booth includes:**
- back & side drapes
 - (1) 6' x 30" high undraped table
 - (2) chairs
 - (1) trashcan
 - (1) 110-volt outlet
 - 8" x 40" sign at back of booth

Booth Fees:

- Standard Booth - OCHMRA Member Rate \$690, Non-member Rate \$790
- Corner Booth - OCHMRA Member Rate \$850, Non-member rate \$950
- Dockside Standard Booth - OCHMRA Member Rate \$400, Non-member rate \$500
- Dockside Corner Booth - OCHMRA Member Rate \$450, Non-member rate \$550

FILL OUT CONTRACT ON Next PAGE TO RESERVE YOUR SPACE BEFORE WE SELL OUT!



EXHIBIT BOOTH SPACE CONTRACT

Ocean City Trade Expo - March 3 & 4, 2024
Ocean City Convention Center

CONTACT INFO - enter how you'd like to appear on website, print materials and booth sign

Company Name _____
 Key Contact Name _____
 Mailing Address _____ City _____ State _____ Zip _____
 Phone _____ Fax _____ Cell Phone _____
 Email _____ Website: _____
(linked online for free!)

BOOTH INFORMATION

Exhibit Hall Booth Info: 10 X 10 Exhibit Booth Includes: back & side drapes, (1) 6' x 30" high **UN**draped table, (1) 110-volt electrical outlet, (1) 8" x 40" sign, (1) trashcan, and (2) chairs.

(Circle One)

Standard Booth - OCHMRA Member Rate \$690, Non-member Rate \$790

Corner Booth - OCHMRA Member Rate \$850, Non-member Rate \$950

Dockside Standard Booth - OCHMRA Member Rate \$400, Non-member Rate \$500

Dockside Corner Booth - OCHMRA Member Rate \$450, Non-member Rate \$550

Add your logo to Expo site for \$50 = Total: \$ _____
 check here

2024 Booth # Requested: 1st Choice _____ 2nd Choice _____

Please place me near alcohol booths: Yes ___ No ___ No Preference ___

(Previous year exhibitors have until September 30, 2023 to reclaim space by deposit).

PAYMENT AUTHORIZATION

Checks: payable to OCHMRA Credit Cards: A 2.5% service charge will be added if paying with credit card

Enclosed is a check for \$ _____, in total payment for booth space selected.

Enclosed is a check for \$ _____, which is 50% of the total cost of booth. *Full balance due on or before 1/5/24.*

Charge my (circle one): MC Visa Amex Discover **for** (circle one) 50% deposit **or** full amount + 2.5% processing

Card # _____ Exp. ____/____ V-Code _____

Signature _____

Return to: OC Hotel-Motel-Restaurant Association, 5700 Coastal Hwy. #302, Ocean City, MD 21842
or fax to: 410-289-5645 or email: susanjones@ocvisitor.com

Please circle the categories in which you want to be listed:

- | | | | |
|--|--|--|---|
| Accounting & Financial Planners
Advertising, Marketing & Promo Products
Air Conditioning & Heating Systems
Air Purification Systems
Amenities
Appliances & TV's
Arcade Amusements / Games
Architectural Engineering & Design
ATM Machines
Audio-Video Systems
Automatic Doors
Bakery Products
Banking / Financing / Credit Card
Processing
Banners
Bathroom Fixtures, Renovation / Repair
Beverages, Beverage Equipment & Distrib.
Boilers, Compressors, Pumps & Filtration
Breweries & Distilleries
Builders / Construction / General Contr.
Business Equipment & Office Supplies
Cabinetry & Countertops
Candy / Snacks / Convenience Items
Carpet, Restoration, & Upholstery Cleaning
Ceilings
Coatings Contractor
Coffee, Espresso, & Related Products | Computer Software / POS / PMS Systems
Concrete Decks
CPR / AED Training
Desserts
Dishwashing
Donut Equipment
Drink Mixes
Education / Organizations
Electrical Contractor
Electronic Locks & Key Cards
Elevator Sales & Service
Energy & Utilities
EV Charging / EV Installation
Exterior Railings
Facility Maintenance & Management
Fiberglass Products
Fire Systems / Services
Fire, Wind, & Water Restoration
Fitness & Healthcare
Flooring Products & Tile / Grout Cleaning
Food Products & Gourmet Specialties
Foot Products
Fryer Management
Furniture & Furnishings, Art & Mirrors
Guest Room Accessories
Gutter Systems
Hotel Data & Technology | Ice Products
Insurance
Interior Design
Internet Computer Networking
Janitorial / Chemicals
Kitchen Equipment & Repair / Cleaning
Landscaping
Laundry Equipment
Legal Services
Lighting Maintenance & Installation
Line Stripping
Linens & Linen Service
Luggage Carts
Mattresses & Frames / Bedding & Pillows
Marketing
Menus & Menu Signs
Office Products
Paging Systems
Paper Products
Party Supplies
Payroll Services
Pest Control
Photography
Plumbing
Pool Equipment & Furniture
Pressure Washing
Printers & Graphic Design | Property Maintenance Items & Services
Real Estate
Roofing & Sheet Metal Contracting
Screen Printing & Embroidered Merch
Seafood
Security & Video Surveillance
Signs
Staffing & Training
Storm & Security Shutters
Tabletop China & Glassware
Technology Ordering
Telecom. Equip. & Services / 2-way Radios
Tourism & Economic Development
Towels & Bathrobes
Transportation
Uniforms & Tee Shirts
Vacuums
Vending
Waste & Recycling
Water Service & Treatment
Web Design
Windows & Wallcoverings
Wine & Spirits
Other: _____ |
|--|--|--|---|

EXPOSITION RULES AND REGULATIONS

1. ASSIGNMENT OF DISPLAY SPACE

Space will be assigned by the Management in accordance with the policy announced at the time display space is offered for reservation. The management reserves the right to relocate display areas for the benefit of the exhibitor, or for the betterment of the exposition. No contract shall be in force until signed by the Management.

2. PAYMENT FOR DISPLAY SPACE

Partial or the entire payment may be made when the display space is requested. All space must be paid for in full ninety (90) days before the opening date of the exposition. Space not paid for by this date will be subject to cancellation and resale by the Management. Space reserved within ninety (90) days of the opening date must be paid for in full at the time application is made.

3. CANCELLATION OF DISPLAY SPACE

Display space may be canceled up to ninety (90) days prior to the opening date of the exposition and will be charged a \$50 processing fee; a cancellation charge equal to one half the price of the space will be made by the Management for space canceled forty five (45) to ninety (90) days prior to the opening date of the exposition, and, a cancellation charge equal to the full price of the space if canceled within forty five (45) working days of the opening date of the exposition. In case the exposition shall not be held, for any reason whatsoever, the rental and lease of space to the exhibitor shall be terminated, in which case the limit of claim for damage and/or compensation by the exhibitor shall be the prorated amount paid.

4. USE OF DISPLAY SPACE

- (a) In the event the exhibitor fails to install his display within the time limit set for opening the exposition, or fails to pay the space rental at the time specified or fails to comply with any provisions concerning his use of display space, the Management shall have the right possession of said space and resell same, or any part thereof.
- (b) All demonstrations, sales activities and distribution of circulars and promotion material must be confined to the limits of exhibitors booth. (No exhibitor shall assign, sublet, or share the space assigned without consent of the Management). Exhibitors must display goods manufactured or dealt in by them in their regular course of business, unless otherwise approved by the Management.
- (c) Exhibits, which include the operation of musical instruments, radios, sound, motion picture equipment, public address systems, or any noise making machines must be operated so that the noise resulting from there will not annoy or disturb adjacent exhibitors and their patrons, and must be approved by the Management. Annoying flashing lights are prohibited.
- (d) **ALL AWNINGS & TENTS MUST BE FLAME RETARDANT AND APPROVED BY SHOW MANAGEMENT.**

5. HEIGHT RESTRICTIONS

- (a) The standard booth equipment has a back wall 8 feet high and division side walls 33 inches high. The back half of the side walls of the booth may extend to the height of the back wall. The upper front half of the side wall must be open to permit side viewing through the booth.
- (b) A piece of equipment or a product that is an integral part of the display but not part of the booth, may extend above the back wall, as approved by the Management.
- (c) In no instance will the exhibitor be permitted to install a sign descriptive placard above the back wall.
- (d) The above and any other special or unusual exhibit construction or installation must be approved, in advance, by the Management.

6. INSTALLATION AND REMOVAL OF DISPLAYS

- (a) All displays must be erected and completely arranged for viewing by the date and hour officially announced for the opening of the exhibition, or for official inspection by the Management.
- (b) Noisy or unsightly work in any exhibitor's booth area after the above deadline is prohibited during exhibit hours.
- (c) Goods received after the opening of the exhibition must be delivered to the booth and arranged at times other than official exhibit hours.
- (d) Goods and materials used in any display (except bona fide samples) may not be removed from the exhibit hall or any outdoor exposition area until the exposition has been officially closed without the approval of the Management.
- (e) The deadline for clearance of all materials from the exhibit hall will be enforced. It is the sole responsibility of each to have materials packed, identified and cleared for shipment by such time.
- (f) The Management reserves the right, with no liability whatsoever for damage, spoilage, or loss, to dismantle dispose of, store and clear from the premises any display material, goods, property, or merchandise of an exhibitor who has failed to comply with the previous requirement, or to order such work to be done at the sole expense of the exhibitor.

7. OPERATING RESTRICTIONS

- (a) The Management reserves the right to restrict displays which because of noise, methods of operation, materials, or for any reason, become objectionable; and, to prohibit or remove any displays, which, in the opinion of the Management, detracts from the general character or appearance of the exposition.
- (b) No firm or organization not assigned space in the exposition will be permitted to solicit business within the exhibit area.
- (c) Trade publications are prohibited from soliciting subscriptions or advertising, except in their respective booths. Promotional activities will not be permitted outside assigned areas.
- (d) The serving and distribution of alcoholic beverages is subject to the shows regulations.
- (e) The use of live models, performers, and similar persons within the exhibit area for demonstrations, explanations, etc., shall be subject to the approval of the Management.

8. STORAGE OF PACKING CRATES AND BOXES

Exhibitors will not be permitted to store packing crates and boxes in their booths during the show period. But these, when properly marked, will be stored and returned to the booth by show employees. It is the exhibitor's responsibility to mark and identify his crates. Crates not properly marked or identified may be destroyed.

9. CARE OF BUILDING AND EQUIPMENT

Exhibitors and their agents shall not injure or deface walls, floors, or any part of the exhibit building, or booth materials and equipment of another exhibitor. When such damage appears, the exhibitor causing such damage is liable to the owner of the property so damaged.

10. PUBLIC POLICY

- (a) Each exhibitor is charged with knowledge of and compliance with all laws, ordinances and regulations pertaining to health, fire prevention and public safety.
- (b) All booth decorations must be flame proofed and all hangings must clear the floor. Electrical wiring must conform with National Electrical Code Safety Rules. If inspection indicates neglect in complying with these regulations, or otherwise presents a fire hazard or danger, the Management may cancel all or such part of a display as may be irregular, and effect the removal of same at the exhibitor's expense (A fire extinguisher must be provided if cooking.)

11. EXHIBITOR'S AUTHORIZED REPRESENTATIVES

Each exhibitor shall provide Management, in advance, the name and title of the person who will be in attendance at the exposition and responsible for the installation, operation and removal of the exhibit. Said representative shall be authorized to enter into such service contracts as may be necessary, for which the exhibitor shall be responsible. Badges must be worn on show floor at all times.

12. LIABILITY AND INSURANCE

- (a) Every reasonable precaution will be taken by the Management to protect property during installation show period and removal. However, neither the sponsor of the exposition, the Management, service contractors, building or ground officials, nor any officers, staff members, or directors of any of the same, are responsible for the safety of the property of exhibitors from theft or damage by fire, accident, vandalism, or other causes. Security will be on the premises as required.
- (b) All property of the exhibitor will remain under his custody and control in transit to, from, and within the confines of the exhibit hall, subject to the rules and regulations of the exposition. Exhibitors must carry appropriate insurance to cover display materials against damage and loss, and public liability insurance against injury to the person and property of others.

13. AGREEMENT

By signing the space application on the other side of this page, the exhibitor agrees to abide by these Rules and Regulations and the decisions of the Management.

14. LIABILITY

Exhibitor agrees to make no claim against the Ocean City Hotel-Motel-Restaurant Association nor its members, agents, employees, nor against the Ocean City Convention Center for loss, theft, damage or destruction of goods, nor for any injury to himself or employees while in the exposition quarters, nor for any damage of any nature or character whatsoever, including any damage to his business by reason of the failure to provide space for the exhibit, or the removal of the exhibit, nor for any action of any nature of the Association or its members, committees, employees or agents, nor for failure to hold the Show as scheduled.



SPONSORSHIP OPPORTUNITIES

Exclusive Bag Sponsorships - \$300 to \$750

Display your logo on our 50th Anniversary Expo bag that will be given out to the first 2,500 Attendees. Top tier \$750, 2nd tier \$500, and 3rd tier \$300. Logo size will depend on tier selected.

Banner Ad on Expo Site - \$1,000 *(Only 1 available)*

Promote your brand by displaying your banner on Expo Info and Register pages on OceanCityTradeExpo.com.

Email Registration Confirmation - \$1,000

Be seen by approximately 4,500 attendees who register online! Your company name, logo and direct link will be on the confirmation email sent to online registrants.

Attendee Marketing E-Lert - \$350

Promote your brand to opt-in list of Expo Attendees! Pre-Expo email blasts are sent to this list and your company name, logo and booth number will be linked at the bottom of all emails!

Digital Signage at Expo - \$300

Advertise your company on the digital displays placed at Attendee Registration and in the main lobby. Sponsors will be highlighted in 3-second intervals followed by schedules & announcements.

Expo Info Station Sponsor - \$200 *(Max. 5)*

Your company's logo on the Expo Info Station banner hung high in the middle of Hall A B C. The Expo Info Station will be the go to spot for all things Expo!

Locker Charging Station - \$150 & \$500

Advertise your company on the **BRAND NEW** charging station located in our Conversation Corner in Dockside Hall! Customize a side on the locker for \$500 or have your digital Ad displayed on the scrolling screen for \$150.

Lobby Signage - \$200

Display YOUR spider banner in the main lobby.

Solutions Showcase Session Sponsor - \$250

Be a sponsor of one of the Solutions Showcase Sessions and have your company's name on all promotional material for the session as a presenting sponsor.

Featured Floorplan Exhibitor QR Code - \$300 *(Max. 4)*


Grab attendee attention with your logo and booth # prominently displayed on the Expo floorplan. The QR code will lead to your website!


Expo Listing Logo - \$50

Add your company's logo to your listing on OceanCityTradeExpo.com.

FOR MORE INFORMATION

 OceanCityTradeExpo.com

 inquire@ocvisitor.com

 (410) 289-6733



SPONSORSHIP PAYMENT FORM

Please complete this form and fax to (410) 289-5645 or email to
susanjones@ocvisitor.com

Name of Business: _____

Contact: _____

Mailing Address: _____

Contact Cell #: _____ Email Address: _____

Website Link: _____

Circle Selected Sponsorship

- Exclusive Bag Sponsorships - \$300 to \$750
- Banner Ad on Expo Site - \$1,000
- Email Registration Confirmation - \$1,000
- Attendee Marketing E-Lert - \$350
- Digital Signage at Expo - \$300
- Expo Info Station Sponsor - \$200
- Locker Charging Station - \$150 & \$500
- Lobby Signage - \$200
- Solutions Showcase Sponsor - \$250
- Featured Floorplan Exhibitor QR Code - \$300
- Expo Listing Logo - \$50

I will be mailing Check # _____

Mail to: OCHMRA 5700 Coastal Hwy #302
Ocean City, MD 21842

OR


Please charge my credit card for the full amount:

Card # _____

Expiration _____ VCode _____

Signature: _____

FOR MORE INFORMATION

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OceanCityTradeExpo.com 