

***PROGRESSIVE***<sup>®</sup>  
**COMING SUMMER OF 2016  
TO MICHIGAN CITY...**



**IT'S A NEW DAY  
AND A NEW  
BOAT SHOW  
TO SERVE  
CHICAGOLAND**

**FOR ADDITIONAL  
INFORMATION, CONTACT:**

**Bryan Ralston,  
Show Manager  
LEMTA**

**1269 Bassett Road  
Westlake, OH 44145**

**PH: 440-409-6744**

**FX: 440-899-5013**

**EM: [bryanralston@lemta.com](mailto:bryanralston@lemta.com)  
[michigancityboatshow.com](http://michigancityboatshow.com)**

**Progressive:  
It's a New Day  
& New Boat Show to  
Serve Chicagoland  
August 11-14, 2016**

# SEATTLE BOAT SHOW



OFFICIAL SHOW SPONSORS  
**PROGRESSIVE**  
**MISCO**

BUS DROP OFF & PICK UP  
 WASHINGTON PARK

# Progressive: It's a New Day & New Boat Show to Serve Chicagoland August 11-14, 2016

## 2016 SPACE PRICES, DATES & TIMES

### SPACE RATES

<b>In-Water Space</b> (LOA X Beam) .....	<b>\$3.20/sq. ft.</b>
Electrical hookup included.	
<b>Bulk Land Space</b> (Minimum 400 sq. ft.) .....	<b>\$2.90/sq. ft.</b>
Electrical service not available in all areas	
<b>Accessory Booth</b> (per 10' X 10' booth) .....	<b>\$675.00</b>
Basic electricity included; Larger booths are charged by square footage	
<b>Brokerage Pier #5</b> .....	<b>Same rates as In-Water Space above</b>
(Based on availability.) \$2,000 maximum rate per boat; 20% discount for 3 or more boats on Pier #5	

### SET-UP DATES & TIMES

Monday, August 8 (No tent displays.) .....	Noon - 8pm
Tuesday, August 9 (No tent displays until after 12 noon.) .....	8am - 8pm
Wednesday, August 10 .....	8am - 8pm
Thursday, August 11 (Limited move-in) .....	8am - noon
(All exhibits must be in place by noon. No set-up permitted after show opening.)	

### PUBLIC ATTENDANCE DATES & TIMES

Thursday, August 11 .....	Noon - 8pm
Friday, August 12 .....	Noon - 8pm
Saturday, August 13 .....	11am - 8pm
Sunday, August 14 .....	11am - 6pm

### DISMANTLING DATES & TIMES

Sunday, August 14 .....	6pm - 8pm
Monday, August 15 .....	8am - 6pm
All accessory booths must be removed by noon and all boats must be removed from floating docks by noon.	
Tuesday, August 16 .....	8am - 4pm
All bulk land displays must be removed by 4pm.	

## SPACE DESCRIPTIONS

**In-Water Space** - All boats are displayed stern-to-dock on specially designed floating piers. Docks are 10 feet wide for generous traffic flow with a freeboard of 33 inches for easy boarding of most boats. All exhibitors must provide adequate docklines (6) and fenders (4) for each boat. Dockside fresh water and electrical service (limit 110-volt, 20-amp) is included in your space cost.

**Additional floats for making special "islands," etc., are \$210 per 10' X 10' unit.** (Limited availability.)

**Bulk Land Space** - All bulk land space is on a blacktop surface. Bulk land space is available in a variety of sizes as indicated on the show floor plan. Electrical service is not available in all areas. Show management will also attempt to work with exhibitors needing special configurations whenever possible.

**Accessory Booth Space** - All booths are standard 10' X 10' units housed in accessory display tents. Unit price includes 8' high backdrapery and 3' high draped siderails. All accessory booths are located on blacktop surface. Electrical service (one, 15-amp outlet per booth) is included in your space cost. Additional outlets are available at extra cost.

**Space Cost Includes** - General cleaning, general decoration, general security, free listing in show program, free forklift service and dockside fresh water.

**Space Cost Does Not Include** - Unloading, launching or rigging boats, crane or travelift service, extra dock floats or individual exhibit cleaning.

## GENERAL INFORMATION

**Launching and Travelift Services** Two launching ramps (limit 25' boats) are operated by the Port Authority near the show site. The prevailing launching fee is charged. Travelift service and qualified rigging labor services are available near the show site at two full service marinas at prevailing rates. Travelift services should be arranged in advance since both yards handle many show boats as well as their own display boats. Each can best service you with advance planning. Show management will assist you in arranging for any such services you may require.

**Admissible Exhibits** Only products directly related to the recreational boating industry including fishing products, brokerage service, insurance, financing, waterfront property, charters, sailing schools and the like are eligible for display. Boats, motors and equipment may be current models, new non-currents or pre-owned/brokered. (Certain restrictions apply to any pre-owned equipment.)

**Allotment of Space** While no exhibitor has a proprietary right to space, consideration in assignment of all space is given to the previous exhibitor, exhibit content and nature, and the order in which applications for space are received. Show management will provide space as indicated on the Space Plan with the exhibitor's preference honored whenever possible, but reserves the right to assign or change space assignment when it is in the best interest of the show or the space utilization.

**Installation of Exhibits** Exhibitors are responsible for the installation and dismantling of their own displays. Or, they may contract with whomever they wish to do so. Exhibitors displaying boats on dry-land are required to provide safe steps and/or boarding devices. Exhibitors displaying in-the-water must keep any boarding devices, signs or other display materials from protruding more than 18" in from the edge of the dock. Nothing may be placed on the docks or in aisles which may present a safety hazard or obstruction.

**Insurance** Attention is called to the insurance requirements as stated on the Application for Space covering all risks (fire, theft, public liability) on exhibits while at the show. Exhibitors must arrange said coverage with their insurance carrier and at their expense. Proof of such coverage may be requested by show management.

**Amendments** Additional terms, conditions and regulations are published on the reverse side of the Application and Contract for Exhibit Space in the Exhibitor's Show Service Kit. Show management shall have the full power in the interpretation and enforcement of all terms and rules and may amend or make additional rules as considered necessary to the proper and safe conduct of the exposition, its exhibitors and the general public.

**EXHIBITOR USE OF MUSIC/INDEMNIFICATION** - Exhibitor agrees that it shall not perform nor have performed for it or on its behalf, either live or by mechanical means of playing by radio, television, VCR, DVD, or any other means, any copyrighted musical composition at the show, unless EXHIBITOR shall first have obtained authorization from the owner of the copyrights of all audio and video material to be performed, or from an agent of the owner legally authorized to grant permission, or license for the public performance of the copyrighted audio and video material. EXHIBITOR shall provide Lake Erie Marine Trades Association (LEMETA), no later than ten (10) days prior to the date of the show, with a copy of each such document authorizing EXHIBITOR to publicly perform copyrighted audio and video material at the show. If EXHIBITOR has not provided copies of such documents to LEMETA as provided herein, EXHIBITOR agrees that it shall not perform or have performed on its behalf, by any means, any copyrighted audio and video material at the show. EXHIBITOR shall indemnify, defend and hold harmless LEMETA, its officers, directors, agents, and employees from and against any and all actions, claims, liabilities, damages, or expenses, including judgments, interest and attorney's fees which LEMETA may, at any time, or from time to time, subsequent to the date of this Agreement, sustain or incur, or become subject to relating to EXHIBITOR's breach of any of its warranties and representations contained herein or the performance or other use of any copyrighted audio or video material or from inviting any customer or guest onto any watercraft for the purpose whatsoever.

# Progressive: It's a New Day & New Boat Show to Serve Chicagoland August 11-14, 2016

## APPLICATION & CONTRACT FOR EXHIBIT SPACE

Please complete this contract; make & retain a copy; return completed contract with required deposit check made payable to:  
LEMTA, 1269 Bassett Road, Westlake, Ohio 44145  
PH 440-899-5009 • FX 440-899-5013 • EM karenfletterick@lemta.com

**PLEASE PRINT**

Company Name \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_ May we send you emails about the show? Yes No

Authorized Signature \_\_\_\_\_ Title \_\_\_\_\_

Exhibit Representative \_\_\_\_\_ Title \_\_\_\_\_

**Application is made for the following Exhibit Space. (Management will make every effort to assign space, subject to prior applications.)**  
The undersigned EXHIBITOR certifies that the printed matter on both the front and back of the Application & Contract for Exhibit Space constitutes the entire agreement between the parties and has been read and that the terms and conditions set forth therein are fully understood and shall constitute a binding contract when this instrument is signed by both parties.

■ **ACCESSORY BOOTH. . . . . \$675.00/10' x 10' unit**  
Basic electricity included; Larger booths are charged by square footage

1st Choice # \_\_\_\_\_ 2nd Choice # \_\_\_\_\_ TOTAL BOOTH COST \$ \_\_\_\_\_

■ **BULK LAND SPACE. . . . . \$2.90/sq. ft.**  
Electrical service not available in all areas

1st Choice # \_\_\_\_\_ 2nd Choice # \_\_\_\_\_

Total square feet requested \_\_\_\_\_ x price/sq. ft. . . . . TOTAL BULK LAND SPACE COST \$ \_\_\_\_\_

■ **IN-WATER SPACE . . . . . \$3.20/sq. ft. (LOA x beam)**  
Electrical hookup included

1st Choice # \_\_\_\_\_ 2nd Choice # \_\_\_\_\_

Total square feet requested \_\_\_\_\_ x price/sq. ft. . . . . TOTAL IN-WATER SPACE COST \$ \_\_\_\_\_

■ **BROKERAGE PIER #5\* . . . . . Same rates as In-Water Space above**  
\*Based on availability.  
(\$2,000 maximum rate per boat and 20% discount for 3 or more boats on Pier #5)

1st Choice # \_\_\_\_\_ 2nd Choice # \_\_\_\_\_

Total square feet requested \_\_\_\_\_ x price/sq. ft. . . . . TOTAL BROKERAGE SPACE COST MINUS 20% if applicable \$ \_\_\_\_\_

**IF PAYING BY CREDIT CARD, PLEASE FILL OUT INFO BELOW:**

CREDIT CARD # \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_

NAME \_\_\_\_\_ AMOUNT \$ \_\_\_\_\_

EXPIRATION DATE \_\_\_\_\_ / \_\_\_\_\_ SECURITY # \_\_\_\_\_

■ **TOTAL ALL SPACE . . . . . \$ \_\_\_\_\_**

■ **50% DEPOSIT DUE WITH APPLICATION TO HOLD SPACE . . . . . \$ \_\_\_\_\_**

■ **50% REMAINING BALANCE DUE . . . . . \$ \_\_\_\_\_**

**FOR SHOW OFFICE CONFIRMATION USE • DO NOT WRITE BELOW**

Booth \_\_\_\_\_ Total cost \_\_\_\_\_

Dry-land \_\_\_\_\_ Deposit received \_\_\_\_\_

Water \_\_\_\_\_ Balance due net \_\_\_\_\_

Accepted by (Show Management) \_\_\_\_\_ Date \_\_\_\_\_

# Progressive: It's a New Day & New Boat Show to Serve Chicagoland August 11-14, 2016

## RULES AND REGULATIONS

**SHOW MANAGEMENT** - The "Progressive: It's a New Day & New Boat Show to Serve Chicagoland" is produced and managed by Lake Erie Marine Trades Association, Inc. (LEMTA), in cooperation with the City of Michigan City, Indiana, and various local marine interests. All decisions regarding space assignment, nature and style of exhibits, floor management, hours and interpretation of rules and regulations shall be made by LEMTA.

**CHARACTER OF EXHIBITS** - Only products and services directly related to recreational boating, including fishing, are eligible for display. Booth exhibits are limited to an 8-foot high backwall erected so as not to obstruct the view of adjacent exhibits. All exhibits must be in good taste. EXHIBITORS shall conduct their business within their assigned space only. No explosives, fuels or highly combustible matter is permitted in any booth or exhibit.

**INDEMNIFICATION** - Exhibitor agrees to indemnify, defend and save harmless LEMTA, Michigan City Port Authority, Michigan City In-Water Boat Show, the City of Michigan City and its agencies, and their respective managers, officers, sponsors, employees, agents, successors, and assigns from any suit, claim, damages, demands, expenses, judgments and liabilities including reasonable attorney's fees, for personal injury or for property damage or for loss of use of property by whomsoever sustained on or about the EXHIBITOR's display or exhibition space or arising in any manner out of EXHIBITOR's participation in the show. Furthermore, EXHIBITOR agrees to indemnify, defend and save harmless LEMTA, Michigan City Port Authority, Michigan City In-Water Boat Show, the City of Michigan City and its agencies, and their respective managers, officers, sponsors, employees, agents, successors, and assigns from any loss or damage including reasonable attorney's fees, to EXHIBITOR's property utilized in connection with EXHIBITOR's participation in the show and the utilization of the staging area.

**INSURANCE** - The exhibitor responsible for furnishing a proper certificate of insurance with liability, fire, theft, and damage coverage on exhibits while at the show. Proof of such coverage may be requested by Show Management and in a form acceptable to Show Management. EXHIBITOR must arrange said coverage with their insurance carrier and at their expense.

**SUBLEASING** - Exhibitors may not sublease, assign or apportion their space. No more than one firm may exhibit in a single space without written permission of Show Management.

**SALE OF MERCHANDISE** - The sale of goods for delivery at the show under a "cash and carry" program will be permitted subject to applicable show regulations. Boats and other large items are not included in this program.

**EXHIBITOR'S MANUAL** - All exhibitors whose application for space has been approved and deposit received will be provided an Exhibitor's Kit containing complete information on set-up, services, hotels, credentials and additional show policies and regulations.

**ACTS OF GOD** - In case the show shall not be held due to acts of God, circumstances beyond LEMTA's control, or any other reason whatsoever, then this lease for space to the EXHIBITOR shall be terminated. In such case, the limit of claim for damage and/or compensation by the EXHIBITOR shall be the return to EXHIBITOR all payments made by the EXHIBITOR after deduction therefrom a pro-rata share of any expenses incurred on behalf of said EXHIBITOR and the show.

**AMENDMENTS** - LEMTA and the Show Committee shall have full power in the interpretation and enforcement of all rules and regulation, and the power to make such amendments thereto and such further regulations as considered necessary for the proper conduct of the show.

**PAYMENT AND ALLOTMENT OF SPACE** - (1) The Show Management reserves the right upon reasonable advance notice to change the location of an EXHIBITOR's booth. (2) It is explicitly agreed by the EXHIBITOR that if he cancels his contract, all payments for space charges will be retained as liquidated damages. (3) If an exhibitor fails to install his product in his assigned exhibit space within the time limit set for opening exhibits or fails to pay the space payments at times specified, or fails to comply with any other provisions concerning his use of exhibit space, the Show Management shall have the right to take possession of said space and lease same to such parties and upon such terms and conditions as it may deem proper. In the event that it is found possible to lease said space, the Show Management reserves the right to utilize the said space in any manner deemed expedient in which case liquidated damages from the defaulting EXHIBITOR shall be deemed to be the rental price of the space.

**EXHIBITOR USE OF MUSIC/INDEMNIFICATION** - Exhibitor agrees that it shall not perform nor have performed for it or on its behalf, either live or by mechanical means of playing by radio, television, VCR, DVD, or any other means, any copyrighted musical composition at the show, unless EXHIBITOR shall first have obtained authorization from the owner of the copyrights of all audio and video material to be performed, or from an agent of the owner legally authorized to grant permission, or license for the public performance of the copyrighted audio and video material. EXHIBITOR shall provide Lake Erie Marine Trades Association (LEMTA), no later than ten (10) days prior to the date of the show, with a copy of each such document authorizing EXHIBITOR to publicly perform copyrighted audio and video material at the show. If EXHIBITOR has not provided copies of such documents to LEMTA as provided herein, EXHIBITOR agrees that it shall not perform or have performed on its behalf, by any means, any copyrighted audio and video material at the show. EXHIBITOR shall indemnify, defend and hold harmless LEMTA, its officers, directors, agents, and employees from and against any and all actions, claims, liabilities, damages, or expenses, including judgments, interest and attorney's fees which LEMTA may, at any time, or from time to time, subsequent to the date of this Agreement, sustain or incur, or become subject to relating to EXHIBITOR's breach of any of its warranties and representations contained herein or the performance or other use of any copyrighted audio or video material or from inviting any customer or guest onto any watercraft for the purpose whatsoever.



# Progressive: It's a New Day & New Boat Show to Serve Chicagoland August 11-14, 2016

## PROGRAM QUESTIONNAIRE

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_

Website: \_\_\_\_\_

Return this  
questionnaire with  
your contract to:

**LEMTA**  
1269 Bassett Road  
Westlake, OH 44145  
Fax: 440/899-5013

**Please check ONLY THE ITEMS YOU WILL BE EXHIBITING at the show.**

### NEW BOAT SALES

- Power
- Sail
- Other

### PROPULSION/MACHINERY

- Electric
- Generators
- Inboard
- I/O
- Jet Drive
- Outboard
- Transmissions

### TRAILERS

- Boat Trailers/Parts

### ACCESSORIES & EQUIPMENT

- Air Conditioning/Refrigeration
- Anchors, Ground Tackle
- Bags, Coolers, Canvas Goods
- Batteries, Chargers
- Bicycles, Mopeds
- Boat Lifts
- Cleaners / Polishes
- Clothing, Footwear
- De-icing, Bubbler System
- Dock Lines, Rope Clamps
- Dive / Scuba Equipment

### ACCESSORIES & EQUIPMENT (cont.)

- Docks, Dock Hardware
- Electronics, Navigational Systems
- Electrical Equipment
- Fiberglass Boat Building Products
- Fishing Equipment & Tackle
- Food/Novelties
- Galley Equipment
- Gift Items, Jewelry
- Golf Carts / Scooters
- Hardware, General
- Mattress, Foam / Spring
- Paints
- Propellers, Shafts
- Safety Equipment
- Sails
- Sanitation Equipment
- Sunglasses
- Swim Platforms
- Towers, Hardtops
- Visitor / Convention Information
- Water Skis, Accessories

### SERVICES

- Art, Photos
- Associations, Clubs
- Boat Lettering
- Boat Repairs
- Boating Safety Courses

### SERVICES (cont.)

- Brokerage
- Canvas/Biminis
- Casinos / Resorts
- Charters
- Custom Embroidery
- Dockage/Storage
- Documentation Services
- Electronics Installation, Repair
- Engine Maintenance, Repair
- Finance, Banking
- Insurance
- Licensing Agencies
- Marinas
- Public Service
- Publication
- Real Estate, Land Development
- Sailmakers
- Screen Printing
- Seawall, Dock Construction
- Special Events
- Surveys, Appraisals
- Towing
- Upholstery

**Please List Boat Information  
On PRODUCT LISTING Form...**

**IMPORTANT NOTE: THIS QUESTIONNAIRE IS PART OF YOUR CONTRACT.  
IF IT IS NOT COMPLETED AND RETURNED BY THE DEADLINE, YOU WILL NOT BE LISTED  
IN THE SHOW PROGRAM. SORRY, NO EXCEPTIONS.**