

Charlotte Hamfest

www.w4bfb.org/hamfest.html

dealers@W4BFB.org

2012 CHARLOTTE HAMFEST™

March 10 & 11, 2012

Over the weekend of March 10 & 11, 2012 don't miss a chance to celebrate the end of winter. Come to the largest, completely **indoor, climate controlled, hamfest** in the Southeast. Join us with several thousand enthusiastic ham radio operators, and their friends, and families, as they gather at the **2012 Charlotte Hamfest™** to talk ham radio, attend forums, and shop for any and all types of ham radio products!



In 2012, the Charlotte Hamfest™ is the home of the ARRL Roanoke Division Convention, and we all can expect visitors and customers from our Division states of North and South Carolina, Virginia, and West Virginia, as well as our neighbors from Tennessee and Georgia.

We actively run paid advertisements for our hamfest in regional print publications such as the SERA Repeater Journal, and on other on-line Internet Amateur Radio related web sites.



In 2012, we continue at the – **Cabarrus Arena & Events Center**, 4751 Highway 49 North, Concord, NC. This venue is conveniently located just minutes away from I-85, I-485, and the Concord Mills Mall area. Again, this year we offer **FREE Parking for everyone** attending the Charlotte Hamfest™. (Our Free parking is paid by the Charlotte Hamfest™ Committee, and this bonus draws many hams back to our event over and over again). In addition, if you *act early* to place your booth order, you will get a **discounted price** on the cost per booth. You, our dealers, help to make the Charlotte Hamfest™ possible and special, and we really appreciate your participation in our event. By working together as a team, we can make the combination of our venue, advertising, and support, along with your reputations as well as high quality products, a profitable enterprise for the both of us.

The Mecklenburg Amateur Radio Society, Inc. – W4BFB of Charlotte, NC proudly sponsors this annual event through the Charlotte Hamfest™ Committee.

In 2010 and 2011, our entire SwapFest area, of 324 flea market tables, was ‘sold-out’ on Saturday morning of the hamfest. We expect to have another SwapFest ‘sell-out’ again in 2012. Spark your new business year, by being at our 2012 Charlotte Hamfest™.



2011 SOLD-OUT Charlotte Hamfest™ SwapFest Area

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If on-site camping is your thing, there are plenty of full-service camping spaces available at the Cabarrus Arena and Events Center. As a courtesy, we have enclosed a Camping Reservation Form. It must be mailed/faxed directly back to the Arena to avoid any delay, as the camping is handled directly by the arena folks.

Attached to this letter, I've included a dealer booth information package, which contains the following:

- Dealer Rate Sheet
- Facility Information Sheet
- Floor Plan of Dealer Booth area at the Cabarrus Arena and Events Center
- Dealer Area 'Use' Policy
- Camping Reservation Form (fax this to them, they coordinate the camping)
- Contract (print two copies.... Send a signed one to us, and keep one for your records)

At the current time we do not have the motel information confirmed. This will be posted on our web site as soon as it is available (around the first of the year).

As is our long time tradition, *a complimentary lunch, for each member of your booth team, will be delivered to your booth on Saturday.*

I am available to answer your questions at 704-948-7373 during business hours or in the evenings until 9:00pm EST. You can e-mail me at dealers@w4bfb.org. More information is also available at the 2012 Charlotte Hamfest™ web site at www.w4bfb.org/hamfest.html. We will be happy to include your URL hot link to your company's web site if you provide it on your registration form. We look forward to seeing you at our 2012 Charlotte Hamfest™!

Sincerely,

Tom Hunt

Tom Hunt, KA3VVJ
2012 Charlotte Hamfest™ Dealer Area Chairperson

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Rates for Exhibit Space

Priority Location Booths	\$215.00 each
Standard Location Booths	\$170.00 each
115v Duplex Electrical Outlet	\$ 40.00 each
Extra Tables – 8' undraped	\$ 15.00 each

EARLY BIRD DISCOUNTS (BOOTH Cost ONLY)

15% Discount if postmarked by December 31, 2011

10% Discount if postmarked by January 31, 2012

Priority Location booths are high traffic, high visibility locations situated in areas that are certain to give you and your exhibit the prestige and attention, and respect you deserve. These are *Premium* spots and in *very limited* quantities. Please call first for availability.

Standard Location booths offer excellent traffic flow and great visibility at a great price.

Single Booths measure 10' x 10' and can be rented individually or be combined to accommodate longer, larger displays.

Prices include both days of show. All booths include draped backdrop and dividers and one lettered sign per exhibitor. One 8' draped table per 10' x 10' booth and two chairs. Extra 8' tables, undraped, must be ordered in advance, prices above.

Electricity will be provided if requested for \$40. Electricity can be ordered at the show office as late as Friday, March 9, 2012 but not on Saturday or Sunday.

Terms: Payment *in full* with your reservation on or by January 31, 2012. Partial payments will hold your reservation until that date. If full payment is not received by January 31, 2012, returning exhibitors space locations from last year cannot be insured.

Refunds: Full refund up to January 15, 2012. Sorry, but absolutely **NO REFUNDS after January 31, 2012.**

Setup Times:	Dealers and Manufacturers:	11:00 a.m. -- 9:00 p.m. -- Friday 7:00 a.m. -- Saturday
	Flea Market	1:00 p.m. -- 9:00 p.m. -- Friday 7:00 a.m. -- Saturday

Tax Man: North Carolina law requires that we have on file a copy of your **NC Sales and Use Tax license**. Please attach a copy to your registration application. The application form may be obtained from the following website:

<http://www.dor.state.nc.us/downloads/sales.html>

PLEASE BE ADVISED: You must either provide a copy of this license or apply for one before you will be allowed to set up. Absolutely no one will be allowed to exhibit without it. It's the law!!!!

EXCEPTION: Manufacturers who are only displaying items and not taking orders are exempt from purchasing a Sales and Use Tax license.

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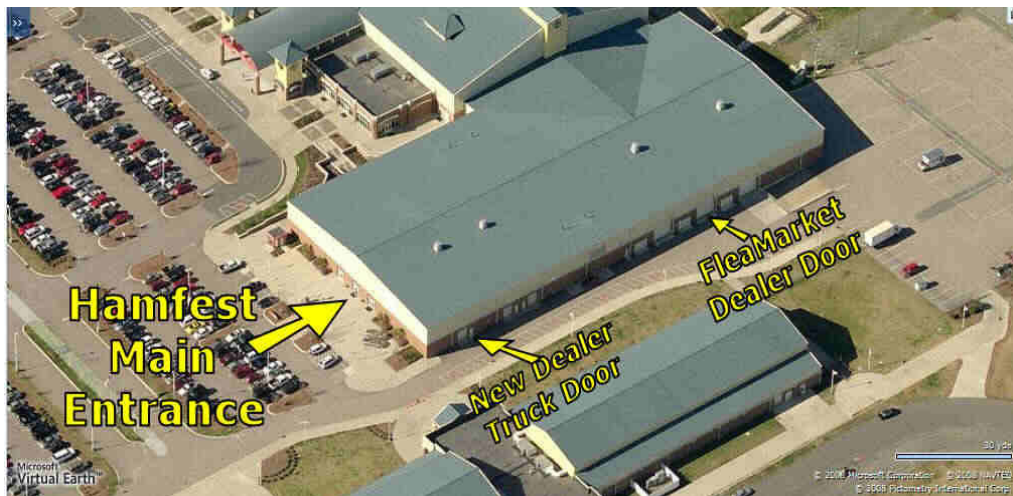
DEALER HOURS -

FRIDAY: CHECK IN -- 11:00 A.M. -- 9:00 P.M. -- New Equipment Dealers

SATURDAY: 7:00 A.M. -- New Equipment Dealers and all SwapFest

SUNDAY: 8:00 A.M. -- New Equipment Dealers and all SwapFest

There will be adequate security, including one uniformed officer at the Main Hamfest Entrance at Event Center "A" to keep unauthorized people out until the show opens at 8:30 AM Saturday and 9:00 AM Sunday.



Drayage -

If you have any items to be shipped to the show, the shipping address for drayage is:

To: Exhibitor Name
c/o Hollins Exposition Services
121 N. Chimney Rock Rd
Greensboro, N.C. 27409
Fax: Fax 333-315-5220
Email: ssimons@hollins-expo.com
For: Charlotte Hamfest™ Booth Number _____

NOTICE: Reliable Cell Phone connections are 'almost impossible' to make or receive from within the metal-framed Event Center. If you will need reliable/constant telephone service during the 2012 Charlotte Hamfest™, let us know and we will email you an Event Center order form for a dedicated (at an additional cost) phone line.

Charlotte Hamfest

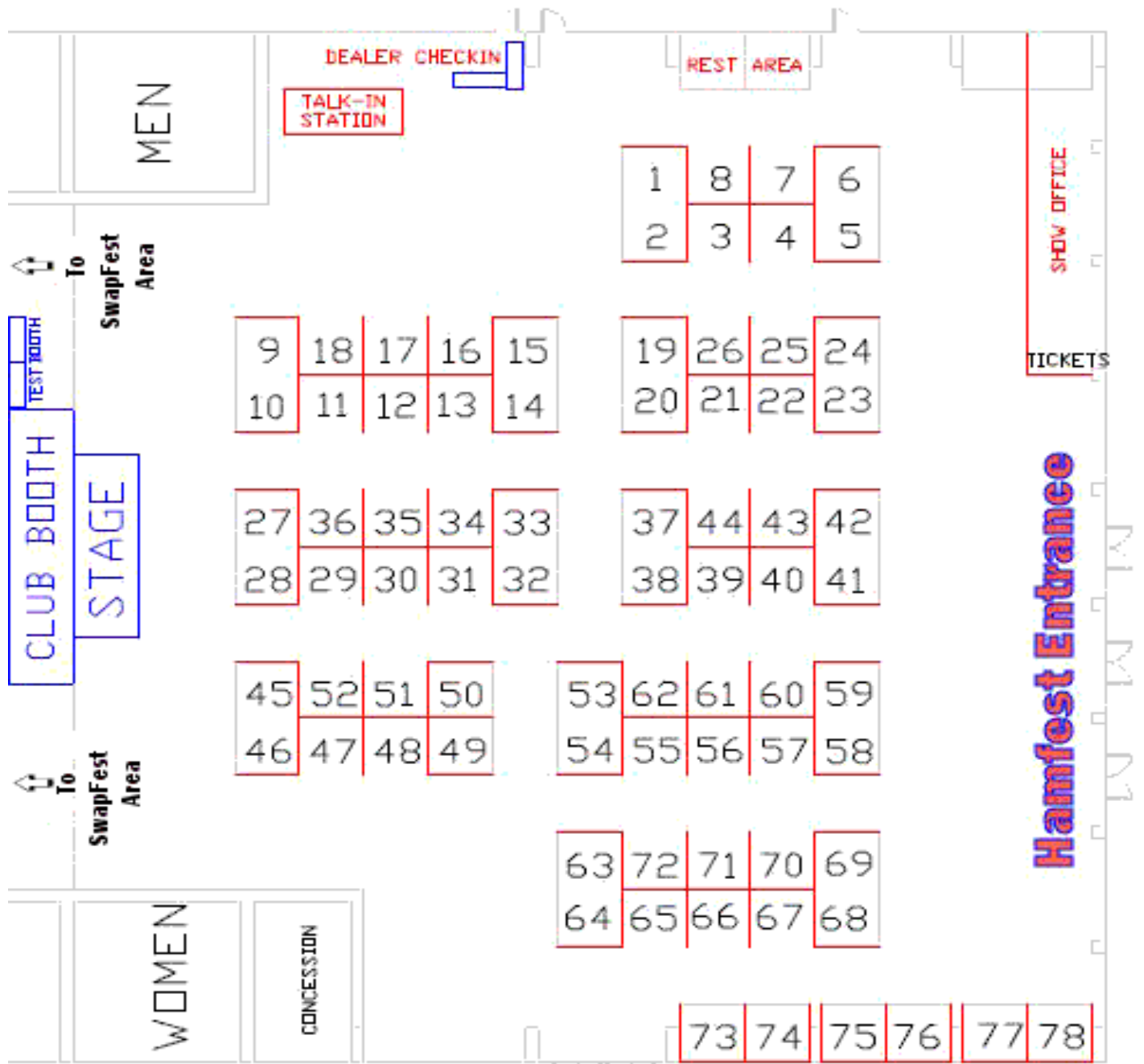
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2012 CHARLOTTE HAMFEST™

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Dealer Area Floor Map (Not to scale)



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Dealer Area 'USE POLICY'

- No Smoking allowed anywhere at the Event Center.
- No Firearms or Flammables allowed on the premises.
- No Food sales or alcoholic beverages allowed.
- No Pornography allowed in any form or format.
- No registered sex offenders allowed on the premises.
- Everyone in the Event Center must have a valid ticket.

NOTICE: Violation of the Use Policy shall result in ejection from the Event Center grounds, without recourse to refund of any kind. Local law enforcement shall be informed of any illegal activities found or suspected – no exceptions!

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CAMPING RESERVATIONS

Please fill out and return to Arena (Address below) with payment,
Reservation is strictly first-come, first-serve.

REASON FOR STAYING: _____ CHARLOTTE HAMFEST _____ (Show Name)

NAME: _____

ADDRESS: _____

PHONE: _____ VEHICLE LICENSE# _____ STATE _____

SIZE: _____ UNIT LICENSE # _____ S T A T E _____

DATE IN : _____ DATE OUT: _____ TOTAL # NIGHTS: _____

POWER AVAILABLE: 110Volts with 50-amp Service or 30-amp Service

Daily Rates (per night): \$30 for 30-amp service; \$35 for 50-amp service

TOTAL: \$ _____

Full Payment must accompany order

MasterCard, Visa, Discover & AMEX accepted

MC & Visa require last 3 numbers in signature box on back of card.

Credit Card # _____ Expiration Date: _____

Name as it appears on card: _____

Signature: _____

Thank you for your interest in camping at Cabarrus Arena and Events Center. While camping here at the Arena we would like for you to have a safe and enjoyable time. Please be advised of the rules and regulations to ensure that you are as comfortable as possible here at our facility.

Check-in times are Monday thru Friday 8:30am to 5:00pm (some exceptions for events).

Please check-in at our office upon arrival for your parking pass.

Parking pass MUST be visible at all times.

Cabarrus Arena & Events Center

P.O. Box 707

Concord, NC 28026-0707

Telephone 704-920-3976

Fax 704-920-3999 *Fax only if you are paying by credit card.*

Please sign and date (Signature indicates that you have read and understand the rules and regulations)

Camper: _____ **DATE:** _____

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Exhibitor Registration Agreement

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Company Name _____

(Warning: Print *exactly* as you want your booth sign to read)

Owner's Name: _____

Contact: _____

Address: _____ City _____ State _____ Zip _____

Business Phone: _____ Evening Phone: _____

E-mail address: _____ Web Site URL: _____

Special requirements: _____

Check all appropriate boxes that describe your business: Ham Radio Computers Antennas
 Manufacturer Software Retailer Publisher Other: _____

List your NC Department of Revenue tax number _____ (you must attach a copy of your license)

Please send me an application for a tax number YES NO

*****All Exhibitors are required to provide a North Carolina tax license *****

*****IT'S THE LAW*****

Quantity of Priority Location Booths _____ X \$215 ea _____

Quantity of Standard Location Booths _____ X \$170 ea _____

15% Discount for payment postmarked by December 31, 2010

10% Discount for payment postmarked by January 31, 2012.

(Early Bird Discount applies to booths only)

Quantity of Extra 8" Undraped Tables _____ X \$15 ea. _____

Quantity of 115v duplex electrical outlets _____ X \$40 ea. _____

Total Amount Due _____ Check Number _____

Booth Space
1st Choice _____
2nd Choice _____
3rd Choice _____

Mail your check and SIGNED Exhibitor Registration Agreement to: 16007 Wynfield Creek Pkwy, Huntersville, NC 28078

IMPORTANT: We cannot honor any registration request unless the following section is filled out completely, signed and dated.

THIS AGREEMENT made by and between MECKLENBURG AMATEUR RADIO SOCIETY, INC. d/b/a CHARLOTTE HAMFEST™ (hereinafter referred to as "HAMFEST"), and _____ (hereinafter referred to as "EXHIBITOR") the day and date written below. BOOTH SPACE: In consideration for the amount paid, HAMFEST will provide and assign to the EXHIBITOR an appropriate display. Each 10' x 10" booth will be equipped with one eight foot table with coverings, two chairs, draped backdrop and dividers, lettered sign and, if ordered, 115 volt electrical service. Dedicated Telephone service must be obtained as a separate, additional fee, item NOT included in this price list.

EXHIBITOR RESPONSIBILITIES: EXHIBITOR will be solely responsible for the erection and removal of his exhibit, and for the operation of his assigned display area. All activities shall be carried out in compliance with and subject to the rules, regulations, and obligations imposed upon HAMFEST by reason of the Master Lease Agreement with the Cabarrus Arena & Events Center. EXHIBITOR shall be responsible for compliance with all applicable local, state, and federal regulations, including safety, licensing and/or taxing regulations, applicable to EXHIBITOR and/or the HAMFEST. EXHIBITOR agrees to indemnify and hold harmless HAMFEST, its agents, servant, employees or members from all liability that may result either directly or indirectly from any activity of EXHIBITOR. The HAMFEST reserves the right to refund booth consideration paid, and remove from the premises any EXHIBITOR found to be in material violation of any responsibility imposed under this paragraph.

This Agreement shall be construed under the laws of the State of North Carolina.

Exhibitor Signature _____ Date: _____

You must sign, date and return ORIGINAL copy with your check.

NOTE: Print 2 COPIES of this page: Sign and return ORIGINAL copy - to the Hamfest.
Keep the 2nd copy for your records.

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