

Billings Market Association

Where Wholesale & Retail Paths Connect

PO Box 80145
 Billings MT 59108

Voice: (406) 652-6132
 www.billingsmarketassoc.com

NO FAX

bma@billingsmarketassoc.com

Office Use Only

To Ship Samples to you at Market:

Metra Park Expo Center
 308 – 6th Ave North
 Billings MT 59101

Show Dates: **September 17, 18, 19, 2021**

Participation Deadline: **June 15, 2021**

Move-In **THURSDAY**, September 16, 2021

MARKET HOURS: **Friday & Saturday:** 9:00 a.m. to 6:00 p.m.

Showing at the Expo Center of Metra Park in Billings, Montana

Sunday: 9:00 a.m. to 3:00 p.m.

Appointments before & after Official Market Hours will be accommodated.

Salesrep Name _____

Address _____

City _____ State _____ Zip _____

Phone Number to appear in Buyer's Guide _____

Cell Phone Number if you want it to appear in Buyer's Guide _____

Fax Number to appear in Buyer's Guide _____

Email Address to appear in Buyer's Guide _____

Web Site to appear in Buyer's Guide _____

Would you like Confirmations & Future Applications sent by email?

To the above address _____ or to: _____

or by US Post Office to above address? _____

COMPANY NAMES TO BE LISTED	DESCRIPTION OF MERCHANDISE	INDEX CATEGORY
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INDEX CATEGORIES:

- | | | | | |
|-----------------------------|--------------------------|---------------------------------------|--------------------------|--------------------------|
| 1. Jewelry/Accessories | 9. Dresses, Large | 17. Denim | 24. Ski Wear | Women's Coordinators, |
| 2. Footwear | 10. Food | 18. Men's & Boy's | 25. Soap & Bath Products | Separates, Blazers, |
| 3. Coats | 11. General | 19. Best of the West (made in MT, WY, | 26. Souvenirs | Sweaters, Shirts, Pants, |
| 4. Social Occasion & Bridal | 12. Gifts & Collectibles | ID, ND, SD, CO, UT, WA & OR) | 27. Souvenir T-Shirts | Skirts, etc. |
| 5. Accessories for the Home | 13. Gloves, Mittens | 20. Pet Supplies | 28. Swimwear | 31. Missy |
| 6. Dresses, Missy | 14. Hosiery | 21. Packaging Materials/Fixtures | 29. Uniforms | 32. Junior |
| 7. Dresses, Junior | 15. Infants & Children's | 22. Recreational & Activewear | 30. Western | 33. Petite |
| 8. Dresses, Petite | 16. Intimate/Lingerie | 23. Saddles & Tack | 35. Made in USA | 34. Large Size |

▶▶▶▶ BOOTH ASSIGNMENT REQUESTS & EQUIPMENT NEEDS ◀◀◀◀

In which category would you like to be assigned booth space? I would prefer booth _____

- | | | |
|--|---|---|
| <input type="checkbox"/> Children's | <input type="checkbox"/> Footwear (Everything except western) | <input type="checkbox"/> Recreational/Skiwear |
| <input type="checkbox"/> Men's Clothing | <input type="checkbox"/> Western | <input type="checkbox"/> Saddles & Tack |
| <input type="checkbox"/> Gifts, Food, & Home Accessories | <input type="checkbox"/> Souvenirs | <input type="checkbox"/> Souvenir T-Shirts |
| <input type="checkbox"/> Women's Clothing & Non-Cash/Carry Accessories | <input type="checkbox"/> Cash & Carry Accessories | |

If there are certain lines or reps you would rather NOT be next to, please list. All forms are confidential.

I am requesting the following size booth:

- | | | |
|---|--|---|
| <input type="checkbox"/> 12' deep by 10' long \$ 324.00 | <input type="checkbox"/> 12' deep by 16' long.....\$ 518.00 | <input type="checkbox"/> 12' deep by 24' long\$ 778.00 |
| <input type="checkbox"/> 12' deep by 12' long \$ 389.00 | <input type="checkbox"/> 12' deep by 18' long.....\$ 583.00 | <input type="checkbox"/> 12' deep by 26' long\$ 843.00 |
| <input type="checkbox"/> 12' deep by 14' long \$ 454.00 | <input type="checkbox"/> 12' deep by 20' long\$ 648.00 | <input type="checkbox"/> 12' deep by 30' long\$ 972.00 |
| <input type="checkbox"/> 12' deep by 15' long \$ 486.00 | <input type="checkbox"/> 12' deep by 22' long\$ 713.00 | <input type="checkbox"/> 12' deep by 36' long\$ 1,167.00 |

I want one Power Box supplied to my booth: Circle one. YES NO \$40.00 ADDITIONAL CHARGE

NO POWER OUTLETS WILL BE ADDED DURING SETUP! Power MUST be applied for with your application and is non-refundable.

EQUIPMENT IS LIMITED, SO PLEASE ORDER JUST WHAT YOU NEED. There is no charge for equipment listed on your application. **ANY CHANGES IN EQUIPMENT MUST BE MADE BY AUGUST 30, 2021.**

Equipment Needs for my booth: (If demand exceeds inventory of an equipment item, earliest postmark will determine allocation)

Quantity

- | | | |
|--|----------------------------|-----------|
| <input type="checkbox"/> Racks (These sit on the floor & are about 5' long with 1 bar to hang goods from) | | |
| <input type="checkbox"/> Double Racks (These sit on the floor & are about 5' long with 2 bars to hang goods from) | | |
| <input type="checkbox"/> 4' Table (4' long by 2½' wide) Do you want a white table cloth covering for these? | Yes (extra charge*) | No |
| <input type="checkbox"/> 6' Table (6' long by 2½' wide) Do you want a white table cloth covering for these? | Yes (extra charge*) | No |
| <input type="checkbox"/> School Table (6' long by 1½' wide) Do you want a white table cloth covering for these? | Yes (extra charge*) | No |
| <input type="checkbox"/> 8' Table (8' long by 2½' wide) Do you want a white table cloth covering for these? | Yes (extra charge*) | No |
| <input type="checkbox"/> Chairs | | |

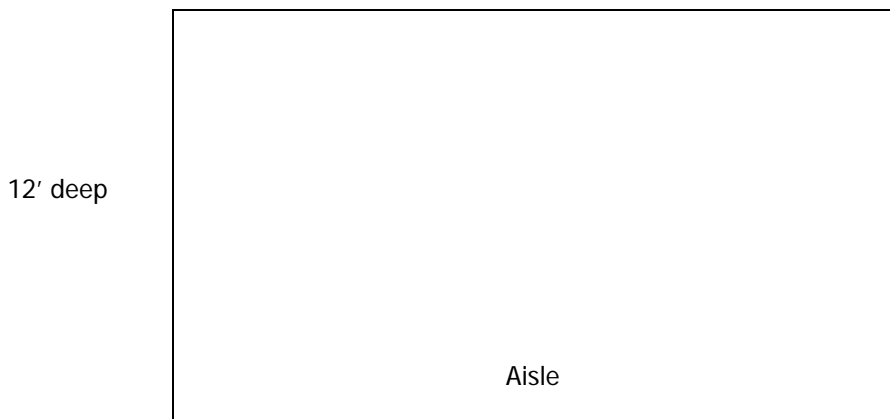
If you order risers, order the table also. Risers without cloths are plywood.

Do you want the risers covered with white table cloths? Yes (extra charge*) No

- | |
|---|
| <input type="checkbox"/> 6' Riser: Single (one shelf built on a single 6' Table) |
| <input type="checkbox"/> 6' Risers: Double (two shelves built on a single 6' Table) |
| <input type="checkbox"/> 8' Risers: Single (one shelf built on a single 8' Table) |
| <input type="checkbox"/> 8' Risers: Double (two shelves built on a single 8' Table) |

PLEASE DIAGRAM HOW YOU WANT YOUR EQUIPMENT PLACED IN YOUR BOOTH:

(Remember to consider the width of the equipment and to note which tables get risers!)



*** There will be a \$50.00 per Booth fee for table &/or riser cloths. If any cloths are requested, there will be a \$50.00 charge per booth.**

FEE SCHEDULE

Payment on Emailed/Faxed applications must be received within one week for consideration.

AMOUNT DUE

Previous members who did NOT show at the January/February 2020 Market:

2021 Annual Dues (Payable by all members before showing at their first market of the year)	\$160.00
September 2021 Market Show Fee	<u>90.00</u>

MINIMUM That Must Accompany All Applications of Current Members that did not show at the Jan. 2020 Market **\$250.00**

New Membership Fee (Payable by all new members) (Annual Dues payment will extend through 2022 if just joining.) 100.00

If you are just joining, the above \$250 + the New Membership Fee is due for a subtotal of \$350.00

▶▶▶▶ **If you DID show at the Jan 2020 Market: Your 2nd Show Fee Credit of \$90.00 will be applied to the \$90.00 September 2021 Market Show Fee & your 2020 Annual Dues payment will carry over to 2021. You will still owe the total listed for the booth, etc.**

All payments must be received by August 30, 2021.

Booth (See Page 2 for charges based on square footage) _____

1 - Power Outlet in Booth (Optional) 40.00

If you are requesting ANY **Table or Riser Cloths**, there is a \$50.00 charge \$50.00

Grids (7' x 2') **for use in Booths:** Grids do not stand by themselves. _____ @ rental of \$15.00 ea

7' x 2' Display Grid by Registration Desk: _____ @ \$30.00 ea

1 or 2 Shelves available for Display Grids at no additional cost. **Circle** 1 or 2 Shelves

* Each Grid is marked with rep name & booth. Rep is responsible for hardware to attach items. Limited number available.

Black/White Advertising: ½ Page Ad in the Sept. 2021 Buyer's Guide (7" wide x 4.8" high) \$80.00.....

Full Page Ad in the Sept. 2021 Buyer's Guide (7" wide x 9.8" high)..... \$120.00

Inside Cover Ad in the Sept. 2021 Buyer's Guide (7" wide x 9.8" high)..... \$200.00

Individual Market Buyer Registration List: Each BMA member attending the September 2021 Market will receive an electronic copy of the Buyer's Registration List of those stores attending **just the September 2021 Market** at no charge.

This will be sent as an attachment. Paper version preferred instead? Yes No

Email attachment sent in: (mark one) PDF or Word or Excel

Email Address: _____

Electronic buyer lists are also available from individual previous markets in the same format as indicated above.

Check here to request a copy of: _____ **September 2019** _____ **January 2020**

RV Hookup at \$40.00/night # Nights @ \$40.00

Returned Check Charge..... 10.00

Late Charge if application is post marked after June 15, 2021 25.00

Factory Badge Fee (each)..... 90.00

(Applies to all sales managers, company officers, and other company sales reps not members of BMA helping in booth)

Individual Name AND Company Name for each Factory Badge:

Associate Badges: spouses, models, and helpers not employed by a line you represent. No charge.

_____ **Check enclosed** **Total**_____

▶▶▶▶ A 5% Processing Fee will be added to all Credit Card Transactions

Charge to Credit Card: Visa MasterCard American Express Discover
Name on Card: _____ Authorization Code: _____

Account Number: _____ Expiration Date: _____

Card Zip Code: _____ Email Address for receipt: _____

Listed cardholder authorizes BMA to charge credit card account for necessary fees for the BMA Market, September 17, 18, 19, 2021. BMA reserves the right to charge Exhibitor for the difference between the Exhibitors estimate of charges and the actual charges incurred.

Signature: _____

▶▶▶▶ AREA ACCOMMODATIONS OFFERING MARKET RATES ◀◀◀◀

All rates plus Taxes Map showing location is on our website: www.billingsmarketassoc.com

Boothill Inn, 242 E Airport Rd., 866-266-8445, Breakfast, \$95.00/night, Free Shuttle. All Non-Smoking.

Northern Hotel, 19 No. 28th, 406-867-6767. \$112.00/night, Single/Double Classic King or Queen Only, \$132.00/night for 2-Bed Rooms. No Breakfast, All Non-Smoking. Shuttle. You must make your own reservations for the Northern.

Quality Inn, 2036 Overland Ave., 406-652-1320, Breakfast, \$85.00/night, Single or Double.

Reservations may be made directly, (mention you are with the Market Assoc.) or through the Market Office. If you have made your own reservations, please do NOT complete the following section. Reservations made through this application are confirmed & you will be charged if you do not show up or fail to cancel.

PLEASE RESERVE A SLEEPING ROOM FOR ME AT THE _____.

1 BED KING _____ 1 BED QUEEN _____ 2 BEDS _____ SUITE _____ SMOKING _____ NON-SMOKING _____

Total number of nights to be reserved: _____ September 15 16 17 18 19 (Circle the nights you will be staying.)

REMEMBER: Move-in is on **THURSDAY**, September 16th. Market does not close until 3 pm on Sunday, Sept 19th. I realize that these are confirmed reservations and that I will be charged if I do not show up or fail to cancel.

Signature _____

BILLINGS MARKET ASSOCIATION, INC. RULES, REGULATIONS, & CODES OF CONDUCT

1. Each member participating in Market shall pay the required fees designated in show contract.
2. Admission to Market is restricted to registered exhibitors, associates and buyers. **Badges must be worn at all times.**
3. There shall be no soliciting of business in the aisles. No Buttonholing. Retailers must be free to attend the market without harassment. All sales transactions will be confined to your sample booth during show hours of market. Do not enter another rep's booth unless invited.
4. There shall be no gambling, drinking of intoxicating liquors, or use of illegal substances in any exhibitor's booth during show hours of market.
5. Displays, merchandise, models, signs, & attention attracting devices shall be confined to the exhibitor's booth only. Noises, including music, audible beyond the exhibitor's booth shall be strictly prohibited. All electronic devices must be used only for business purposes -- no recreational use.
6. Displays, signs and dress of exhibitors, associates, and models shall be in good taste and take into account the broad spectrum of those attending the market. **Display height for the booth will not exceed 8' high. Display limit for the sides of the booth is 7' high and should not be visually solid as to block neighboring booths. No coverings will be allowed over the top of the booth.**
7. All booths will be kept presentable and workable during market hours throughout the show. All show booths shall be kept open and staffed at all times during market hours. (You should have your booth manned by an associate if you plan an extended lunch hour.)
8. **No member or associate shall dismantle or close his or her exhibit in any manner prior to the official close of the market. This includes any garments, sample bags, hangers, lights, etc. A fine will be levied.**
9. All loss of equipment or damage to furnishings will result in a \$100 fine plus the cost of damages to be charged to the member exhibitor.
10. Member exhibitor will be held responsible for actions of any associates, models, or guests, of said member exhibitor.
11. Any formal complaints filed by one member of the Association against another member must be in writing to the President. If the Grievance Committee holds a formal hearing, both members must appear at said hearing. If any member has a grievance filed against them for buttonholing, the penalty for the first offense will be a warning and for the second offence a \$100.00 fine. For subsequent grievances, the member's seniority points will be reduced by 25%.
12. No pets will be allowed in the show area at any time.
13. Any samples that are sold during market hours must have a receipt from salesperson stating product sold and to whom. Salespeople that sell inventory to accounts must furnish account with receipts for all goods being removed from the show area. **Advertising of samples for sale can be done by posting a 3 x 5 card on a special bulletin board at the main entrance. No other form of advertising samples for sale will be allowed.**
14. **Any member who shows in Billings at any other location during our scheduled show is suspended from further participation with the Billings Market Association, Inc. and may be reinstated only with the approval of the officers and directors. Same is subjected to a fine not to exceed \$100.00 and initiation fee. Booth priority of same will be placed at the bottom of the list.**
15. In no event will MetraPark or the Billings Market Association, Inc. accept liability for goods, products, equipment, or personal effects.
16. Cancellation Policy: A \$90.00 show fee will be charged if cancellation occurs after the printing of the Buyer's Guide. A \$90.00 show fee and a \$50.00 administration fee will be implemented for cancellation of booth thirty (30) days prior to move in day of Market barring catastrophic circumstances to be determined by the Board.
17. Neither MetraPark nor the Billings Market Association, Inc. shall be liable in damages for any delay or default in performing this Agreement if such delay or default is caused by unforeseen conditions beyond its reasonable control, including but not limited to Acts of God, fire, flood, tornados, earthquakes, acts of war or terrorism, labor disputes, pandemics, intervention of any governmental authority (Force Majeure), that party will be excused from any further performance of the obligations so affected for as long as such circumstances prevails.

Signature Required _____