

# 2010 VIRGINIA BEACH ANTIQUES SHOW

## Call For Entries!

**Events Management Group**  
P. O. Box 909  
Virginia Beach, VA 23451  
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## *2010 Virginia Beach Antiques Show*

August 13-15

Virginia Beach Convention Center  
1000 19th Street, Virginia Beach, VA 23451

Set-Up Times: 12noon - 7pm Wednesday  
9am - 8pm Thursday

Show Hours: 10am - 6pm Friday & Saturday  
12am - 5pm Sunday

### *Dealer Code of Ethics:*

1. Each piece of merchandise should be represented accurately as to age, defects, repairs or restoration, and origin.
2. Prices should be marked clearly on all merchandise.
3. Exhibitors should agree to accept returned merchandise found to be other than as represented, if it is returned within 10 days of purchase in the condition in which it is sold.
4. No radios, televisions, or any other audio or video equipment will be allowed in booth before, during or after the event unless approved by EMG.
5. All minors are to be supervised by an adult at all times. Parents or guardians shall be responsible for any damages caused. No skateboards or bicycles will be allowed in the event or on facility grounds. No pets or animals will be allowed before, during or after the event, unless for specific use as an aid for the handicapped.
6. Exhibitors should only park in the designated exhibitor parking area, except in handicap spaces, with proper handicap stickers.
7. Stay within the boundaries of your space. Aisles should be kept clear at all times.
8. Exhibitors should not pack up early on Sunday. The show is open until 5pm.
9. Exhibitors should present themselves in a positive manner to all customers. Do not discuss distressing issues with shoppers.
10. Rude behavior in any form is not acceptable. Treat people the way you want to be treated. Courtesy is contagious!

### *Greetings!*

Events Management Group, Inc. (EMG) would like to thank you for your interest in the Virginia Beach Antiques Show, and we extend our best wishes for a successful 2010.

We strongly encourage you to apply now to secure preferred booth placement. We'd like to assure you of our ongoing commitment to making this signature event as enjoyable and profitable as possible for participating dealers. For more information on the show facility, directions, floor plans and other pertinent details, visit our website at [www.emgshows.com](http://www.emgshows.com). Also, Application/Contracts are now online or can be obtained by e-mailing [info@emgshows.com](mailto:info@emgshows.com).

**To Apply**, please review our policies and procedures on the back of the Application/Contract carefully. In order to be juried into these events, a \$100 deposit and at least one photograph of your booth display must be submitted along with the Application/Contract.

We look forward to working with you in 2010!

### *Exciting News!*

We will be celebrating the Virginia Beach Antique Show's 43rd year as it continues to cultivate growth, excellence, prominence and financial success. In keeping with this mission, we are excited to announce that EMG is working with other antiques professionals and Virginia Retail Merchants Association to create a statewide antique dealers association. While still in the infant stages of development, we aim to create an organization that will boost professionalism, create a platform for information exchange, and enhance the antiques business through marketing, consumer education, standards, and other initiatives. We welcome any ideas or feedback you may have regarding the development of this association!

# Why Events Management Group Shows?

## *About the Virginia Beach Antiques Show...*

- ♥ The Virginia Beach Antiques Show is the **Largest Upscale Antiques Show** in the region.
- ♥ EMG is one of the country's premier show production companies.
- ♥ Attracts a **Large and Faithful Following** of serious buyers, collectors, and decorators.
- ♥ 130 select dealers from across the continent offering exceptional collections of period furniture, artwork, linens, jewelry, ceramics, and more.
- ♥ EMG will do its utmost to deliver a **Successful, First-Class Event** for its dealers.

## *Exhibitor Amenities...*

- ♥ Easy Load-In/Load-Out
- ♥ Experienced Porters
- ♥ Close, Convenient & Free Parking
- ♥ Reduced Hotel Rates, Pet-Friendly Hotel
- ♥ 24 Hour Security
- ♥ Show Directory Listing
- ♥ Website Listing & Link
- ♥ Unlimited Discount Postcards & Flyers for Pre-Show Promotion
- ♥ Hospitality Area
- ♥ Four Dealer Badges
- ♥ Booth Signs
- ♥ Complimentary Friday Morning Donuts & Coffee
- ♥ Comprehensive Exhibitor Guide
- ♥ Promoters On-site & Highly Visible During Show
- ♥ ATM on Premises
- ♥ Full Service, Professional Decorators

## *Advertising & Marketing...*

- ♥ Pre-Show Advertising Campaign that is **Comprehensive, Aggressive, and Highly Visible**. Including:
  - ♥ Television - Including at least 1 local network and 6-10 cable channels
  - ♥ Radio - 5+ local stations, including on-air giveaways
  - ♥ Multiple Local & Regional Publications - 5+ days in main local newspaper, local tabloids & weeklies
  - ♥ Direct Mail - 16,000+ postcards sent to past attendees; 265,000+ sent in direct mail package
  - ♥ Email - Email blasts with discounts to over 6,000 past attendees
  - ♥ Internet - Extensive listings in multiple community calendars
  - ♥ Free & Unlimited Promotional Materials to all Show Participants
- ♥ Pursuing every public relations opportunity to create **Awareness, Attention, Attendance, and ultimately, Sales!**

## *Eligibility/Netting Information...*

- ♥ Dealers must use rented space only for the showing and selling of antiques or antique collector items.
- ♥ **NO REPRODUCTIONS, NEW MERCHANDISE, OR "LIMITED EDITION" NEW COLLECTIBLES ARE PERMITTED UNLESS APPROVED BY EMG.**
- ♥ Any merchandise less than 100 years old must be of recognized artistic merit in style, construction, and materials, and must not be later than 1960.
- ♥ All merchandise must be correctly represented, dated, and priced.
- ♥ The show will be vetted by a committee of area professional appraisers. You must remove any item that EMG, through its committees or management at their sole opinion, determine not appropriate for any reason. EMG has the sole right to decide what is appropriate.
- ♥ Dealers must provide customers with detailed receipts which include the dealer's name and contact information.

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P.O. Box 909, Virginia Beach, VA 23451 Telephone (757) 417-7771 FAX (757) 417-7772

E-Mail: info@emgshows.com

## Application/Contract

Website: www.emgshows.com

NAME		<input type="checkbox"/> First Time Applicant	
BUSINESS NAME (Please Print) TO BE USED FOR BOOTH SIGN			
MAILING ADDRESS			New Address? YES <input type="checkbox"/> NO <input type="checkbox"/>
CITY	STATE	ZIP	E-Mail Address
PHONE: Bus. ( )	Cell ( )	Home ( )	FAX ( )
WEBSITE:			
GIVE FULL DESCRIPTION OF ANTIQUES TO BE SOLD:			
SPECIALTY?		DO YOU OFFER APPRAISAL OR REPAIR SERVICE?	
<b>PLEASE CHECK 2010 SHOW REQUIREMENTS</b>			Show Management Use Only
<input type="checkbox"/> <b>43rd Virginia Beach Antiques Show August 13-15, 2010 Virginia Beach Convention Center</b>  ( ) 10x10 Booth @ \$450 ( ) 10x20 Booth @ \$675 ( ) 10x30 Booth @ \$975 ( ) Number of 6 ft. tables @ \$15 each ( ) Number of 8 ft. tables @ \$15 each ( ) Number of chairs @ \$5 each ( ) 8 ft. high side drapes @ \$15 per 10' side ( ) Corner @ \$25 (Limited corners available)  *** Electricity: Form will be provided to order directly from VBCC	BOOTH FEE	\$	Date App Rec'd
	CORNER	\$	Amt. Pd.      Date      Ck #
	TABLES & CHAIRS	\$	
	8' SIDE DRAPE	\$	
	TOTAL	\$	
	DEPOSIT (Due now)	\$      100.00	
	<b>BALANCE</b> (Due June 1, 2010)	\$	
			BOOTH #
<b>Method of Payment:</b> Amount \$ _____    Check <input type="checkbox"/> Money Order <input type="checkbox"/> VISA <input type="checkbox"/> Master Card <input type="checkbox"/>			
Credit Card Number		Exp. Date	
<input type="checkbox"/> Charge balance due on 6/1/10 to the above credit card number for the 2010 Virginia Beach Antiques Show			
Street Number/Zip Code of credit card holder		Signature Authorizing Charge	
<b>NUMBER OF PROMOTIONAL MATERIALS REQUESTED:</b>	Postcards (No limit)	Flyers (In pads of 50)	<b>SPECIAL REQUESTS &amp; ADDITIONAL INFORMATION:</b>
2010 Virginia Beach Antiques Show			
<b>PLEASE ENCLOSE</b>  <input type="checkbox"/> Signed & Dated Application/Contract <input type="checkbox"/> 1 Photograph of Booth Display for Files (one time only) <input type="checkbox"/> All Deposit Requirements  Make all checks payable to Events Management Group, Inc. Mail to: P.O. Box 909, Virginia Beach, VA 23451		I/We have read all entry terms & conditions of this application/contract and agree to abide by said rules. I/We have read this contract and I/We understand the cancellation, acceptance and payment policies. I/We do expressly release Events Management Group, Inc. and the owners of all exhibit building and grounds from all liability for injury, damage or loss to persons or property of the Exhibitor. I/We understand that acceptance into the above event does not guarantee acceptance into future events.  Signature _____ Date _____	

Last Name:

# VIRGINIA BEACH ANTIQUES SHOW

## Terms of Agreement-Rules & Regulations-Exhibit Information

**SHOW MANAGEMENT RESPONSIBILITIES:** The Virginia Beach Antiques Show, a Division of Events Management Group, Inc., hereinafter referred to as EMG will present the event listed on this Contract at the locations and on the dates indicated. The locations, dates, and floor plans are subject to changes. EMG will provide general lighting, properly sized burgundy draped booth (8' back-drape & 3' side-drape), booth sign, Exhibitor badges, air-conditioning, heat and security services. All other services must be ordered in advance on the Contract.

**ELIGIBILITY:** EXHIBITOR MUST USE RENTED SPACE ONLY FOR THE SHOWING AND SELLING OF ANTIQUES OR ANTIQUE COLLECTOR ITEMS. NO REPRODUCTIONS, NEW MERCHANDISE, OR "LIMITED EDITION" NEW COLLECTIBLES ARE PERMITTED UNLESS APPROVED BY EMG. All merchandise will be correctly represented, dated, and priced. Exhibitors must provide customers with detailed receipts which include the dealer's name and contact information. It is understood that EMG reserves the right to request Exhibitor to remove from his booth any items which in it's opinion is not considered an "Antique" or is not in keeping with the image of this event.

**APPLICATION REQUIREMENTS:** All applicants, unless cleared through EMG, must submit at least one photograph of their booth display. The required show deposits and photograph must accompany this form for applicant to be considered for acceptance into the Event. Applicants will be accepted until all spaces are filled within respective categories (furniture, jewelry, silver, etc.). The photograph will be retained by EMG for their files. The Contract must be filled out entirely and the contract must be signed and dated.

**ACCEPTANCE, EXHIBIT FEES, PAYMENT PROCESS, & DEADLINES:** Once applicant has been accepted, the Contract constitutes a legally binding agreement with EMG for the current Events only. **ACCEPTED APPLICANTS WILL FORFEIT BOOTH SPACE RESERVATION AND DEPOSIT IF THE BALANCE OF SHOW FEES ARE NOT PAID IN FULL BY PAYMENT DEADLINE DATE.** No Exhibitor will be permitted to set up until all outstanding indebtedness is paid. For those not accepted to exhibit, the reservation deposit(s) will be returned to the applicant immediately. Upon acceptance, the deposit(s) will be applied to the booth fees due, with the remaining show fee balance due by the date stated on the Contract. Returned checks for non-sufficient funds act as an automatic cancellation, reinstatement fee is \$50.00. Any court costs or attorney fees incurred by Events Management Group, Inc. or the Virginia Beach Antiques Show for the collection of booth fees due is the sole responsibility and to be paid in full by the exhibitor.

**BOOTH SPECIFICATIONS:** Booth locations will be assigned in accordance with the best interest of the Event, which EMG, in its sole discretion, shall have the right to decide. Drapery is for division and decorative purposes only and is not to be used as part of exhibitor's display apparatus. Do not attach, clamp, or hang items on pipe and drapery unless cleared through EMG. Do not place drapery on the floor. Exhibitor will be charged for any damage to pipe and drapery equipment. Each exhibitor shall supply their own display units and must confine them to the outlined curtained booth space. Aisle space belongs to the Event. All tables shall be covered in an attractive manner to the floor on all visible sides. Electrical outlet service must be requested in advance directly from the Virginia Beach Convention Center on their form, which will be included in preshow mailings. Each Exhibitor shall supply their own 3 pronged extension cords and lighting. Exhibitor is requested to use flood lights no bigger than 75 watts. Ten foot aisles must be maintained throughout the Exhibition Center. EMG reserves the right to alter or relocate booth positions, totally or partially, for whatever reason it deems necessary. No refund will be given for ordered extra tables or electricity not used during Event. Do not remove exhibit sign. If Exhibitor's display apparatus covers sign, reposition poster so it will be clearly seen. Exhibitors must, at their own expense, keep spaces clean and tidy, including floors, carpet, inventory, drapery, and displays. No boxes shall be visible. Nothing shall be nailed, stapled, taped or otherwise fixed to walls, floors or any part of the Event Facility. No chairs, merchandise or displays may adversely affect other displays or project into aisles. No signs, tags or stickers such as "SALE", "DISCOUNTS", "1/2 OFF", shall be permitted. Helium balloons, cut evergreens or branches, bales of hay or straw, or other materials subject to fire hazards are not permitted.

**EXHIBITOR RESPONSIBILITIES:** Exhibitor shall be liable for delivery, handling, erection and removal of his own display and materials. Porters will be available and work for tips delivering and removing exhibitor's inventory into and out of the facility. An attendant must be present in booth during all hours of the Event and will be expected to exhibit and sell merchandise as represented in the Contract acceptance process through EMG. Spaces are not transferable and cannot be partially or totally subleased. Exhibitor is to issue Helper Exhibitor badges to those actively working in their booth. All sales, publicity and promotion activities conducted by the Exhibitor must be confined to his space. Animals are not allowed in the Exhibit Hall during set up, show hours or breakdown. EXHIBITS MUST REMAIN INTACT UNTIL THE SCHEDULED CONCLUSION OF THE SHOW. ANYONE PACKING UP EARLY WILL AUTOMATICALLY BE CANCELLED FROM FUTURE SHOW PARTICIPATION AND FORFEIT ANY AND ALL MONIES HELD BY EMG., INC. SHOW MANAGEMENT RESERVES THE RIGHT TO REMOVE ANY EXHIBITOR FROM THE EVENT IF MANAGEMENT DETERMINES THAT THEY HAVE NOT CONFORMED TO THE RULES AND REGULATIONS OF THIS CONTRACT. ANY EXHIBITOR WHO IS ASKED TO LEAVE AN EVENT BECAUSE OF MISREPRESENTATION IN THEIR ORIGINAL CONTRACT WILL FORFEIT THEIR BOOTH FEES. This Contract constitutes approval by the Exhibitor for any photograph or video of booth items or display taken by EMG to be used exclusively for promotional or advertising purposes or for any exhibitor listing (name, hometown, state and booth number) to be included on EMG's website. Exhibitors must not enter or inspect merchandise in an unattended booth. It is the responsibility of Exhibitor to check tables and table legs before setting up his or her display.

**TAXES, LAWS, & FACILITY POLICIES:** Each Exhibitor is responsible for collecting and reporting their own State Sales Taxes. Virginia State Sales Tax forms will be provided at registration. The collection and payments of permits, licenses, taxes, etc. shall be the sole responsibility of the Exhibitor. All pertinent fire codes, laws, ordinances and regulations pertaining to health, fire prevention and public safety shall be strictly obeyed and enforced. No alcoholic beverages of any type are allowed in Event or on Facility grounds. Lighted candles, wicks and incense are prohibited. No exhibit shall have a roof system that would impede the Facility fire sprinkler system in any way. There will be no spraying or use of chemicals, such as lacquer, paint, stain, etc. inside the Facility. There will be **NO SMOKING IN THE EVENT FACILITY.**

**INSURANCE AND LIABILITY:** Exhibitors who desire insurance on their exhibits must purchase their own at Exhibitor's expense. Neither EMG, other Exhibitors, nor the Event Facility will assume responsibility for Exhibitors or their employee's personal injury or property lost by theft, robbery, accident, fire or damage. Exhibitor agrees not to be a party to any action, suit, or claim against EMG or Event facility. Exhibitor will not allow any part of its exhibit to damage or otherwise interfere with other exhibits, space or general premises and outside grounds and will indemnify and hold harmless EMG, or other Exhibitors, or the Facility in the event such damage may occur, whether through the act or omission of Exhibitor, its employees, agents, or guests or from any other source. Also, in case the space shall not be available for the Event due to acts of war or terrorism, government action or order, act of God, fire, strikes, explosions, sabotage, accident, riot, civil commotion, labor disputes, or any casualties beyond the control of EMG, this agreement shall immediately terminate and in such event Exhibitor shall and does hereby waive any claims to damages or any other recovery. Should EMG, in its sole discretion, consider it inadvisable to hold the Event at the time and place herein provided, EMG may at its option, terminate this agreement, return the sums paid by Exhibitor and there shall be no further liability on the part of either party to the other. Upon written notice to Exhibitor, EMG shall also have the right to change the date and the place the Event is to be held. The Promoters or the Promoter's estates will not be liable for any refunds or damages due to death or incapacitation due to accident or illness in advance or during any Event dates, resulting in the Event to be canceled. Any legal action necessary for the enforcement of this Contract will be conducted in the court system of the City of Virginia Beach, VA.

**SECURITY:** EMG will provide 24 hour security service during Event. Exhibitors must have an attendant in charge of exhibits each day during Event hours. EMG will not be responsible for, nor be liable for, losses or damages of any kind. No one will be permitted in the building after closing hours. Exhibitors may enter the facility one hour prior to show time.

**AMENDMENT AND TERMINATION OF CONTRACT:** EMG shall have full power to interpret and/or amend these Rules & Regulations which in its discretion shall be in the best interest of the Event. The decision of EMG must be accepted as final in any dispute with Exhibitor or any situation not covered by these Rules and Regulations. This agreement may be terminated by EMG at any time on the breach of any of the conditions by the Exhibitor, and thereupon all his rights hereunder shall cease and terminate, and any payments made by him in account hereof prior to said termination shall be retained by EMG as liquidated damages for such breach, and EMG may thereupon remove the entire exhibit from Event and Facility, and resell said space.

**CANCELLATION POLICY:** Exhibitor must notify EMG immediately of cancellation, both verbally and in writing. All deposits are non-refundable. No refunds will be given for any reason less than 60 days before the Event. Deposits and payments are not transferable to another Event. All Exhibitors shall be registered no later than 2 hours before the closing of set-up day. If not, the assigned space will be filled by other applicants on stand-by notice, and no refund will be given. Last minute cancellations, vehicle breakdowns or other delays should be reported to EMG at the event facility as soon as possible, by calling (757) 417-7771.