

**66TH ANNUAL CALIFORNIA RV SHOW**  
**LA FAIRPLEX - OCTOBER 5-14, 2018**

PRESENTED BY THE RV INDUSTRY ASSOCIATION



**2018 MANUFACTURER RULES AND REGULATIONS**

## TABLE OF CONTENTS

	<u>Page</u>
<b>1. <u>PURPOSE</u></b>	<b>1</b>
<b>2. <u>ELIGIBILITY</u></b>	<b>1, 2, 3</b>
A) Manufacturers	
B) Dealers	
C) Products	
D) Compliance with Applicable Standards	
E) Violations of Eligibility Rules	
<b>3. <u>CHARACTER OF EXHIBIT</u></b>	<b>3</b>
<b>4. <u>GENERAL OPERATION GUIDELINES</u></b>	<b>4, 5, 6</b>
A) Show Days, Hours and Space Occupancy	
B) Registration	
C) Insurance	
D) Taxes, Licenses and Permits	
E) Receipts	
F) Aisle Integrity and Booth Height Restrictions	
G) Inclement Weather during Show Days	
H) Test Drive Units	
<b>5. <u>SET-UP, MOVE-IN AND MOVE-OUT</u></b>	<b>6, 7, 8, 9</b>
A) Manufacturer Exhibitors	
B) Forklifts	
C) Installation and Set-up – General Information	
D) Furniture, Decorations, Labor & Shipments	
E) Closing Trailers	
F) Move-In Schedule	
G) Late Arrivals	
H) Plot Map	
I) Carpeting	
J) Display of Units	
K) Unit Exchanges	
L) Move-Out	
M) Removal of Property	
N) Condition of Exhibit Space	
<b>6. <u>PROMOTIONS / SPONSORED FUNCTIONS</u></b>	<b>9</b>

<b>7.</b>	<b><u>RESTRICTIONS ON SURVEYS / CONTESTS / GIVEAWAYS</u></b>	<b>10</b>
	A) Notification of Award of Prize	
	B) Conduct of Contests/Giveaways and Surveys	
<b>8.</b>	<b><u>SIGNS/ ILLUMINATION/ NOISE/ SOUND DEVICES</u></b>	<b>10</b>
<b>9.</b>	<b><u>FIRE AND SAFETY REQUIREMENTS</u></b>	<b>11</b>
<b>10.</b>	<b><u>INDEMNIFICATION, LIMITATIONS &amp; LIABILITY</u></b>	<b>11, 12, 13</b>
	A) Collection of Payment	
	B) Attorney’s Fees	
	C) Penalties for Rule Violations	
	D) Restrictions and Indemnification	
<b>11.</b>	<b><u>BOOTH SHARING</u></b>	<b>13</b>
<b>12.</b>	<b><u>GENERAL SECURITY</u></b>	<b>13</b>
<b>13.</b>	<b><u>EXHIBITOR’S RESPONSIBILITY</u></b>	<b>14</b>
<b>14.</b>	<b><u>FOOD AND BEVERAGES</u></b>	<b>14</b>
<b>15.</b>	<b><u>SOLICITING</u></b>	<b>14</b>
<b>16.</b>	<b><u>CANCELLATIONS, WITHDRAWALS, REDUCTIONS</u></b>	<b>14</b>
<b>17.</b>	<b><u>BREACH OF CONTRACT/REMEDIES</u></b>	<b>15</b>
<b>18.</b>	<b><u>ASSIGNMENT</u></b>	<b>15</b>
<b>19.</b>	<b><u>INTEREST ON PAST DUE OBLIGATIONS</u></b>	<b>15</b>
<b>20.</b>	<b><u>AMENDMENTS</u></b>	<b>15</b>
<b>21.</b>	<b><u>WAIVER</u></b>	<b>15</b>
<b>22.</b>	<b><u>HEADINGS</u></b>	<b>16</b>
<b>23.</b>	<b><u>GENDER</u></b>	<b>16</b>
<b>24.</b>	<b><u>WAIVER OF JURY TRIAL</u></b>	<b>16</b>
<b>25.</b>	<b><u>SEVERABILITY</u></b>	<b>16</b>
<b>26.</b>	<b><u>GOVERNING LAW</u></b>	<b>16</b>

**66TH ANNUAL CALIFORNIA RV SHOW**  
**OCTOBER 5-14, 2018 - LA FAIRPLEX**

**MANUFACTURERR RULES AND REGULATIONS**

The following Rules and Regulations have been developed to assist RV Industry Association Show Management in providing a successful, efficient and attractive "Show" while maintaining fairness to all exhibitors and encouraging creativity in displays.

**1. Purpose**

The purpose of the California RV Show ("Show") is to promote, stimulate interest in and demand for recreation vehicles, park model RVs, related accessories and parts built by original recreation vehicle equipment manufacturer ("OEM") supplier companies, and services and other accessories that support and enhance the RV lifestyle.

The Show is an integral part of the function of RV Industry Association as a national trade association representing manufacturers and suppliers in the recreation vehicle industry by promoting the RV lifestyle to the general public. The Show constitutes a part of RV Industry Association's educational program by providing a forum for recreation vehicle dealers to advance their knowledge in the industry and for the introduction of new products and services.

**2. Eligibility**

All manufacturers and dealers participating in and all recreation vehicle or park model RV products displayed at the Show must meet the following applicable eligibility requirements:

**A) Manufacturers**

Participation in the Show is limited to RV Industry Association member and non-member recreation vehicle manufacturers, park model RV manufacturers, component part and accessory suppliers and industry support firms which maintain an established place of business and have been selling their industry related products or services for at least six (6) months prior to the date of this Show. Reinstated RV Industry Association members, during their six (6) month probationary period, are eligible to exhibit in the Show, but only under the same conditions, regulations and space rates that apply to non-RV Industry Association members. Non-member space rates will be charged to exhibitors who are not members of RV Industry Association. The appropriate RV Industry Association seal must be displayed on all Show units exhibited by RV Industry Association members who are inspected pursuant to RV Industry Associations' standards program.

**B) Dealers**

Only California-based dealers are eligible to work at the show. The Manufacturers will designate which dealer in California will represent them. Out-of-state dealers are not eligible to participate. Recreation vehicle dealers may not request or sign contracts for exhibit space. Exhibit space occupied by recreation vehicle dealers, must be requested by and contracts issued to and signed by recreation vehicle manufacturers.

**C) Products**

All units displayed must be new, untitled units that meet RV Industry Associations' current definitions of a recreation vehicle or park model RV. The current definitions are as follows:

**(1) Recreation Vehicle:** A “Recreation Vehicle” or “RV” is a vehicle that: (i) is primarily designed as temporary living quarters for non-commercial, recreational and/or camping use; (ii) is built to the standards for recreation vehicles adopted by the Association’s Board of Directors (e.g. NFPA 1192); (iii) has its own motive power or is mounted on or towed by another vehicle; (iv) is regulated by the National Highway Traffic Safety Administration as a vehicle or vehicle equipment; (v) does not require a special highway use permit for operation on the highways; and (vi) an individual can easily transport and set-up on a daily basis.

The basic product categories are: “Motorhome” and “Non-Motorized RV”. A “Motorhome” is a recreation vehicle unit built on a self-propelled motor vehicle chassis. The basic product types, as defined by the RV Industry Association Board of Directors, are “Type A”, “Type B” and “Type C”. A “Non-Motorized RV” is a recreation vehicle that is mounted on wheels and designed to be towed by a motorized vehicle or a portable unit that is designed to be placed in the bed or chassis of a pickup truck. The basic product types, as defined by the RV Industry Association Board of Directors, include: (i) Fifth-Wheel Trailer; (ii) Folding Camping Trailer; (iii) Horse Trailer; (iv) Sport Utility Trailer; (v) Travel Trailer; and (vi) Truck Camper. A “Recreation Vehicle” typically comes equipped with at least four of the following, permanently installed life support systems: (i) a cooking facility with an on-board fuel source; (ii) a propane or electric refrigerator; (iii) a toilet with exterior evacuation; (iv) a heating or air conditioning system with an on-board power or fuel source separate from the vehicle engine; (v) a potable water supply system that includes a sink, a faucet and a water tank with an exterior service supply connection; and (vi) a 110-125 volt electric power supply.

Fifth-wheel trailers shall not exceed a gross trailer area of 430 sq. ft. in the set-up mode and must not require a special highway movement permit to be transported. Travel trailers shall not exceed 400 sq. ft. of gross trailer area in the set-up mode and must not require a special highway movement permit to be transported.

**(2) Park Model RV:** A “Park Model RV” is a trailer type unit that: (i) is primarily designed to provide temporary living quarters for recreational, camping, or seasonal use; (ii) is built on a single chassis mounted on wheels; (iii) has a gross trailer area not exceeding 400 square feet (37.15 square meters) in the setup mode or, if less than 320 square feet (29.72 square meters) in the setup mode would require a special movement permit for highway transit; and (iv) is built to the standards for park model RVs adopted by the Association’s Board of Directors (e.g. ANSI A119.5).

Gross trailer area is the total plan area of a park model RV measured to the maximum horizontal projection of exterior walls when in the set-up mode. Calculations used to determine the number of square feet in a park model RV shall include all bay windows, expandable rooms, siding, trim, corner moldings and other projections, except overhangs and/or eaves.

#### **D) Compliance with Applicable Standards**

The appropriate RV Industry Association seal must be displayed on all Show units exhibited by RV Industry Association members that are subject to inspection pursuant to RV Industry Associations’ standards program.

In accordance with RV Industry Association Standards News Bulletin RV-34/07 issued on December 14, 2007, RV Industry Association member manufacturers who choose to build travel trailers greater than 320 square feet but below 400 square feet must declare these units as RVs or park model RVs prior to RV Industry Association inspecting the units. Units that arrive at the show that are declared to be RVs that have not been inspected by RV Industry Association’s inspection staff, will not be placed in the show.

Recreation vehicle & park model RV manufacturer exhibitors that are not members of RV Industry Association must comply with the following:

- (1) Have a seal affixed to each recreation vehicle that indicates compliance to the NFPA 1192 standard issued by either a U.S. state compliance program or third-party agency that is known to RV Industry Association.
- (2) Have a seal affixed to each park model RV that indicates compliance to the ANSI A119.5 standard issued by either a U.S. state compliance program or a third party agency that is known to RV Industry Association.
- (3) If the third party agency is not known to RV Industry Association, the manufacturer must provide to RV Industry Association written information that: (i) The third party agency is engaged in the inspection of RVs and/or park model RVs; and (ii) The exhibitor's units are produced in accordance with the appropriate RV and/or park model RV standard(s); and describe the third party agency's inspection certification program (including the frequency of inspections) used to ensure compliance.

**E) Violations of Eligibility Rules**

Any exhibitor who fails to exhibit only those units meeting RV Industry Association eligibility rules for the exhibit of recreation vehicles and park trailers, as defined herein will be subject to a fine of \$10,000 per park trailer or recreation vehicle that does not meet these eligibility rules.

**3. Character of Exhibit**

In order to comply with the purpose of the Show, each exhibitor agrees to display such products or services in a manner which is intended to describe and depict the advantages of using such product or services. Under no circumstances or by any means may an exhibitor reveal the wholesale price of their products during show days. A display board containing facts pertinent to the construction of exhibitor's product and the product's F.O.B. factory retail price may be displayed.

Show Management reserves the right to prohibit any exhibit or part thereof which in their opinion violates the agreement described above or is in other ways not suitable to and in keeping with the spirit of the Show. Show Management further reserves the right to close an exhibit which is found to violate the agreement described during the course of the Show or to refuse to permit the exhibitor to exhibit in one or more future RV Industry Association shows by reason thereof.

Units may not be exhibited or shown outside the Show's perimeter fences. Conducting business in the general parking area is strictly prohibited. A charge of not less than \$1000 may be assessed to any exhibitor in violation of this Show rule.

Exhibitors may not distribute or provide to attendees printed material, flyers, handbills or have displays, in their booth areas which advertise the products or services of companies that do not have contracted exhibit space within the Show or are not related to the units or products sold in the exhibitors contracted both.

RV sales flyers, handbills or brochures are not permitted to be fastened to any Show ground structure or RV's within the Show perimeter. Handbills and flyers are not permitted to be distributed in the parking lot or test drive parking area. Any flyers or handbills distributed by an exhibitor outside the exhibitor's Show area may be subject to a charge of not less than \$1,000 and possible forfeiture of exhibit rights in future RV Industry Association shows.

No soliciting will be permitted outside an exhibitor's display area. Samples, catalogues, pamphlets, publications, souvenirs, etc., connected with any exhibitor's business or service, may be distributed by exhibitors only within their own exhibits, providing these items are pertinent to the exhibit. Only those signs describing a completed product being displayed will be permitted unless otherwise approved by Show Management. Referrals to other exhibitor's booths or display areas and/or sales pitches will not be permitted.

Models are restricted to the area within the exhibitor's display area. No undignified manner of attracting attention will be permitted. Costumed booth attendees, scantily clad models, or exhibit personnel in attire not representative of a business environment are restricted to this booth and may not roam the aisles or visit other displays.

#### **4. General Operation Guidelines**

##### **A) Show Days, Hours and Space Occupancy**

**The Show will be open October 5 – 14, 2018. Show hours are every day from 10:00 AM - 6:00 PM.** You may find show updates on our website [www.TheBestRVShow.com](http://www.TheBestRVShow.com). All show attendees, exhibitors and dealers must vacate the show grounds no later than 8:00 PM daily.

Any space not set up by 5:00 PM Thursday, October 4, 2018, will be considered cancelled and forfeited by the exhibitor and RV Industry Association is entitled to keep all monies paid for the space. All booths must be manned by 10:00 AM on Friday, October 5, 2018. Exhibitors are required to have their booths manned during all regularly scheduled show hours.

Any exhibitor that anticipates the need to conduct business after the close of the show is advised to make arrangements for a hospitality suite in a nearby hotel or to have an RV parked in the Fairplex RV Campground Park. **Overnight Parking is prohibited in the parking lot and/or on the show grounds.**

Any exhibitor who cancels or withdraws from the Show for any reason after the initial space application has been submitted, forfeits any monies paid and the exhibitor further agrees that the exhibitor is legally obligated to remit any unpaid balance for the assigned space. RV Industry Association reserves the right to rent to another exhibitor or to eliminate or to maintain vacant the canceled space without obligation to the exhibitor. No exhibitor shall assign, apportion or subcontract the whole or part of their assigned space.

##### **B) Registration**

All Exhibitors will be required to register and carry a valid 'California RV Show I.D. Card' all 10 days of the Show. All ID cards will be punched at the gate when you enter the show grounds during show hours. Upon leaving the show grounds during show hours, exhibitors must get their **"HANDSTAMPED" AT THE GATE IN ORDER TO GET BACK IN.** If exhibitor loses or forgets their ID card, replacement cost is \$10.00.

Exhibitors are required to submit a list of names of all personnel working in their booth(s). Such requests must be proportionally reasonable to the amount of space they are occupying.

##### **C) Insurance**

Manufacturer exhibitors are required to carry their own all risk insurance through their own sources and at their own expense and are required to provide proof of insurance to Show Management. The required insurance must include coverage for: (i) their own property, (ii) extended public liability insurance in the minimum amount of **\$2,000,000** per occurrence and (iii) Workmen's' Compensation Liability. Exhibitor must add RV Industry Association and Fairplex as additional insureds on the insurance policy. **Certificates of Insurance must be received by RV Industry Association California Office no later than August 31, 2018.**

It is the responsibility of each exhibitor to protect its property from theft and loss. Neither Fairplex nor RV Industry Association nor any of their respective employees, agents or service contractors is responsible for or accepts any liability for any loss, theft of or damage to any merchandise while in transit to or from the show site, or while on the show grounds during the period from move-in to completion of the move-out.

**D) Taxes, Licenses and Permits**

It is each exhibitor's responsibility to be aware of, and comply with, the current laws and regulations in force at the time of the show regarding any necessary permits and/or licenses required as a result of their participation in the show. It is also the exhibitor's responsibility to be aware of and remit as required any taxes on sales due to any City, County, State or Federal agency who has jurisdiction over revenues realized by the exhibitor. RV Industry Association assumes no responsibility or liability for an exhibitor's payment of appropriate taxes or securing required operating licenses or permits.

The State of California, Board of Equalization, Sales and Use Tax Laws require each exhibitor participating to furnish proof of a valid seller's permit or exemption from such permit, by completing the applicable sections of Form BOE-410D, Special Event Certification (which is included inside your service kit). This completed form must be mailed to RV Industry Association California office along with your application.

No applications for space will be accepted by RV Industry Association, without this completed form. The penalty for non-compliance regarding a Seller's Permit for the California Sales and Use Tax Law will be \$1,000.00. For further information, to obtain a California Seller's Permit or for clarification of your company's exempt status, contact the State Board of Equalization in West Covina, CA at **(626) 480-7200**.

Please have the following Show information available if you call:

- (1) Name of the show: CALIFORNIA RV SHOW
- (2) Located at: Los Angeles Fairplex, North White Ave,  
Gate # 9, Pomona, Ca. 91768
- (3) Length of Show: 10 days ~ October 5 - 14, 2018
- (4) Type of Permit: Temporary or Regular permit

**E) Receipts**

For the protection of exhibitors, RV Industry Association requires that a written receipt accompany any item purchased from an exhibitor on the show grounds by a consumer attendee.

**F) Aisle Integrity and Booth Height Restrictions**

Due to fire regulations, aisle integrity must be maintained for all exhibits at the Show. All exhibitor products and display materials must be confined to the actual limits of their assigned areas. No products, or any part thereof, or landscaping material, tables, chairs, signs, steps, awnings or other materials may extend into or over the aisles or other exhibitor display areas.

The maximum height restriction in a manufacturer exhibitor's booth space is twenty feet, including signs.

In order to determine if the units to be displayed will fit in the exhibit space, it is necessary to measure from the forward most protrusion to the aft most protrusion; i.e., include bumpers, ladders, tail pipes, hitches, bay windows, etc. In determining width of units, measure from the widest area taking into account roof overhangs and open expandable rooms, bay windows, awnings, etc. If a unit will be displayed with an



open awning, slide out rooms and/or steps, the width of those open items must be included in the overall width measurement.

Any unit or display materials not conforming to the area within Exhibitor's display will be removed from the grounds. Exhibitor will be required to discontinue any activity that overflows into the aisles, creates congestion or obstructs the free flow of traffic.

**G) Inclement Weather during Show Days**

The California RV Show is held outdoors and may therefore be subject to inclement weather. Neither RV Industry Association or the exhibit facility nor any of their respective employees, agents or contractors accept any liability due to precipitation, wind or fluctuations in temperatures. It is the responsibility of each exhibitor to protect its property from damage by inclement weather. Neither RV Industry Association or the exhibit facility nor any of their respective employees, agents or contractors accept any liability for damage or loss due to inclement weather from the period of move-in to completion of move-out.

**H) Test Drive Units**

RV dealer's test drive units, like all units on display in the exhibit area, must be new, un-titled units and meet RV Industry Association definition of an RV (in force at the time of the show for which the units are being exhibited) of a recreation vehicle applicable to each type of unit being displayed. The cost to put a unit in the test drive area is \$425 per unit.

Exhibitors will not be permitted to display units within the show perimeter or area designated for test drive units that do not meet RV Industry Association definition of a recreation vehicle. An area of the show site will be designated by Show Management for Test Drive Unit Parking. All test drive units must be parked in that area and may not be parked in any other location of the Show site. Test drive units placed in the test drive area are restricted to those units of the Manufacturer(s) the dealer is representing at the show. Show Management will closely monitor the Test Drive Unit Parking Area. All test drive units must have the proper RV Industry Association identification signs posted within the unit and must be kept within the test drive unit parking area whenever they are on the show grounds.

**5. Set-Up, Move-In and Move-Out**

**A) Manufacturer Exhibitors**

All units must be delivered to the Show on exhibitor's assigned scheduled date. Move-in of late arriving units is at the total discretion of Show Management and there is no guarantee that late arriving units will be moved into the Show. Requests for late arrivals must be submitted in writing to RV Industry Association's CA office on or before August 31, 2018. If exhibitor's dealer requires a closing trailer/booth, those units must be moved in on exhibitor's scheduled move-in date. Set-up crews must provide their own power (i.e. generators, etc) to operate any tools needed for move-in and set-up since full electrical power will not be available until Thursday October 4, 2018.

It is the responsibility of each Exhibitor's employees, agents or contracted move-in and move-out crew to remove their exhibitor's trash from the Show site premises. THE TRASH BINS LOCATED THROUGHOUT THE SHOW GROUNDS ARE FOR DAY TO DAY REFUSE ONLY. Any violation of this rule will result in a minimum fine to \$1,000 to the offending exhibitor.

Special arrangements may have to be made through the Decorating Service Contractor, GES, for weekend labor and equipment. Please be aware the weekend and overtime union labor rates are considerably higher

than weekdays or regular time. All exhibits must be set-up and ready for display by 5:00PM, Thursday, October 4, 2018. Show grounds will be closed and secured from 8:00 PM Thursday, October 4, 2018 until 8:00 AM Friday, October 5, 2018.

RV Industry Association contracts with various service contractors whose forms are included in the Exhibitor Service Kit. The services and/or supplies provided by these contractors are at the exhibitor's sole expense. RV Industry Association reserves the right to restrict the use of displays or display materials which in RV Industry Association's judgment are controversial, or do not conform to Show Rules and Regulations.

All drapery and table coverings must be of a fire retardant material. The Fire Department in some instances may test all materials used. Any material not in compliance with this ordinance will result in a fine to the exhibitor.

**B) Forklifts**

**All forklifts operated within Gate 9 and the Show perimeter must be operated by a trained and certified operator per the requirement of OSHA Standard 1910-178** and any other applicable regulations. Operators shall provide proof of such certification upon demand by RV Industry Association. Damages resulting from improper operation should be reported immediately to Show Management and/or a security office. Liability for damages will be the responsibility of the operator involved. All necessary electrical, gas, steam, water or drainage outlets and services required by the exhibitor shall be installed only by the personnel employed by the Show Management for this purpose and at the exhibitor's expense.

**C) Installation and Set-up – General Information**

No exhibitor shall use any nails, tacks, brads, staples, screws, screw eyes, bolts, glue, paste, gummed tape or other fastening or anchoring devices of any kind or nature whatsoever in or on the floors, walls, columns, doors, windows, ceilings, or any other part of the show grounds. Fastening carpet to the show grounds is only permitted by the use of tape. No exhibitor shall fasten any wire, rope, string or thread to any part of the show grounds for displaying signs, advertising literature or merchandise without first securing permission in writing from Show Management.

All necessary electrical, gas, steam, water, or drainage outlets and services required by the exhibitor shall be installed only by the personnel employed by the Show Management for this purpose and at the exhibitor's expense.

**D) Furniture, Decorations, Labor & Shipments**

Furniture, decorations and labor for exhibitors may be rented by individual exhibitors through the Show Decorator, GES. Drayage will be handled through GES. **DO NOT SEND** show materials to the show grounds unless you will have a representative there to accept them. **SHOW MANAGEMENT WILL NOT ACCEPT EXHIBITOR SHIPMENTS.**

**E) Closing Trailers**

Closing trailers must be moved in to the exhibit area at the same time as the exhibit units and be in place not later than 5:00 PM on Thursday, October 4, 2018. Dealers should coordinate with their manufacturers to ensure that their closing units are installed in accordance with the move-in schedule provided to manufacturers and dealers by RV Industry Association.

**F) Move-In Schedule**

Exhibitors will be able to view their move-in schedule inside the Service Kits when it goes online. This schedule will indicate the date they can deliver and set-up units at the Show site. All units must be checked in with RV Industry Association's check-in and staging personnel at Fairplex, White Avenue parking lot on the assigned date. Due to lack of unit staging space delivery dates must be adhered to. Exhibitors who arrive before the date specified to their arrival will be turned away.

**G) Late Arrivals**

Move-in of late arriving units is at the total discretion of RV Industry Association. There are no guarantees that the move-in can be accomplished.

**H) Plot Map**

Exhibitor must provide RV Industry Association with a complete master plot map of its exhibit area pin-pointing the location of each unit to be displayed. Exhibitor must also mark each unit to be displayed in such a manner so as to permit accurate identification and placement (by move-in personnel) in the display area in accordance with the master plot map. The plot map must be received by **September 7, 2018.**

**I) Carpeting**

It is Exhibitor's responsibility to arrange for the installation of "wall to wall" type carpeting in its display area in sufficient time prior to the actual placement of units in its display area. Notwithstanding any other provision in this agreement, Exhibitor hereby agrees that it is strictly liable with respect to indemnification of RV Industry Association for any injury or death to persons occurring in Exhibitor's exhibit area caused by or related to any electrical cords or other such potential tripping hazards that may be covered or otherwise concealed by carpeting installed at the request or order of Exhibitor.

**J) Display of Units**

Except for test drive units brought in by dealers working exhibits in the Show which have been duly paid for by the dealer and are parked in the designated test drive unit area, no units will be permitted to be shown outside the Show perimeter fences during Show days. Conducting business in the general parking area is strictly prohibited.

**K) Unit Exchanges**

A unit that has been sold can be removed from the exhibit area, provided it is replaced with a new, un-titled unit. **Time of exchange will be every day from 7:00 AM to 9:00 AM.** No units may be moved from the exhibit area during show hours. Unit exchange paperwork must be filled out and submitted, along with a fee of \$150 per unit, at the Show office prior to moving a unit. Show staff will be checking these forms at the gate during the exchange times.

**L) Move-Out**

**Manufacturer Exhibitor displays may not be dismantled until one hour AFTER the close of the show on Sunday, October 14, 2018 (beginning at 7:00 PM).** Exhibitors who begin early tear down of their displays will be assessed a fee of not less than \$1,000 and possible forfeiture of future exhibit rights. Payment of the fine does not entitle the exhibitor to dismantle display prior to one hour after the show closes on October 14, 2018.

Exhibitors will be responsible for removal of carpet, steps, signs and personal decoration materials of any type by not later than 7:00 AM in the tent area and 5:00 PM in all RV exhibit areas on Monday, October 15, 2018. If any carpet, steps, signs or personal decoration materials are left in your display after the date and

time stated above, RV Industry Association will remove these articles and a penalty fee of not less than \$1,000 will be charged to the offending company. This fee will be in addition to any other costs incurred by RV Industry Association as a result of exhibitor's failure to comply.

Any exhibitor who doesn't have all of its property removed in accordance with the information stated above will be required to reimburse RV Industry Association for any costs RV Industry Association incurs to remove the property and penalties charged to RV Industry Association by Fairplex due to the delay in vacating the premises.

**M) Removal of Property**

Due to functions immediately following the Show, all products, equipment, merchandise and other property must be removed from the Show site no later than Tuesday, October 16, 2018, or it will be removed and stored by RV Industry Association at Exhibitor's expense. Exhibitor assumes all liability for any damage to its property or merchandise which may occur as a result of such removal.

**N) Condition of Exhibit Space**

Exhibitor shall take the exhibit space "AS IS" and agrees to surrender it to RV Industry Association at the end of the Show in the same condition as when received. Exhibitor agrees not to damage or in any manner deface, physically alter, or cause to be altered its exhibit space or any part of the Show site or grounds. Exhibitors are responsible for patching all holes made in the asphalt as a result of their exhibit. The ground occupied by the exhibitor must be returned to the condition it was in prior to the show.

**6. Promotions / Sponsored Functions**

All plans for special promotions or effects must be submitted in writing to Show Management in advance for approval. An exhibitor requiring such approval should make its request before expending any money. In general, Show Management will approve individual exhibitor programs which are designed to attract attendees to the Show, provided that such activities are conducted in compliance with all Show rules. Show Management reserves the right to close any or all exhibits violating the foregoing Rules and Regulations.

To prevent injury and protect property, promotional or giveaway items of a potentially hazardous nature, as determined by RV Industry Association in its sole discretion, are strictly prohibited. Examples of such prohibited items include, but are not limited to, yardsticks, knives, guns, gas filled balloons, letter openers, and the like. All promotional or giveaway items, other than product literature, must be approved in advance by RV Industry Association. Giveaway bags are permitted but, to help control theft, only clear, see-through bags should be used.

The giveaway of food is limited to sample size food, i.e., 2 oz. beverage serving, container or package or "bite sized" unpackaged food samples. No exhibitor is permitted to sell packaged food that is consumable on site. Exhibitors may only give away food samples that pertain to the product the exhibitor is selling (see Fairplex "Sampling Procedures" in your Service Kit).

Any promotion activity, souvenir distribution, etc., must be confined to the exhibitor's booth. If at any time exhibitor's promotional activity creates congestion or obstructs the free flow of traffic in the aisles, the exhibitor will be required to discontinue the activity.

Early morning breakfasts or meetings sponsored by Exhibitor during designated Show days are permitted only when such functions are scheduled to end no later than 9:00 A.M. on the scheduled day, and are approved in writing, in advance, by RV Industry Association in its sole discretion. If RV Industry Association requires additional

security services for such function, Exhibitor is responsible for the cost of such additional security. Exhibitor sponsored events not scheduled to conclude by 9:00 A.M. are expressly prohibited. Exhibitor sponsored events are prohibited during regularly scheduled Show hours.

Exhibitor agrees not to sponsor or engage in activities that would cause any show attendee to leave the exhibit areas during regularly scheduled show hours with the exception of ride and drives performed to and from the California RV Show's test drive unit area.

## **7. Restrictions on Surveys / Contests / Giveaways**

The following information may be requested from show attendees being surveyed or on documents used for surveys or entry forms for contests and/or giveaways is: Names, address, city, state, zip, phone number, income, marital status, and any question pertaining to the exact product the vendor is selling in the Show. For example, a resort or campground cannot ask the person being surveyed or entering a contest or giveaway if they would like to purchase or currently own a cell phone.

### **A) Notification of Award of Prize**

Any exhibitor advertising a prize for a contest and/or giveaway with a prize valued at \$600.00 or more, must provide the prize to the winner within three (3) days after the close of the California RV Show and submit proof that the prize was awarded to RV Industry Association, California RV Show, 41 S. Wake Forest Ave., #3965, Ventura, California, 93006 within six (6) days of the conclusion of the California RV Show.

### **B) Conduct of Contests / Giveaways and Surveys**

Activities of this nature which have received written approval from Show Management must be conducted completely within the confines of the approved exhibitor's booth. Handout information, surveys or entry forms may not be distributed outside of the limits of the exhibitor's booth. Submit with the request the following items:

- (1) Copy of entry forms or survey forms to be used.
- (2) Copy of rules or operating guidelines under which the contest or giveaway will operate including procedures to be used to award prizes.
- (3) Explanation of the survey's purpose and how the survey results will be used.
- (4) Explanation of how the names and addresses collected pursuant to any contest, giveaway or survey will be used.
- (5) List prize/s to be awarded and value of each.
- (6) If the prize is being provided by a third party and not the exhibiting company, include the name of that company, contact person, address and phone number.

Show Management will endeavor to review all submissions as promptly as possible. To assist in obtaining the approval, exhibitors are encouraged to submit their written requests as early as possible and provide all of the information requested. If Show Management is unable to approve the activity, an explanation will be provided and the exhibitor may resubmit an amended request.

## **8. Signs / Illumination / Noise / Sound Devices**

RV Industry Association has the right to prohibit any sign which in its opinion is not in character with the Show. Signage must be confined to the areas within the exhibit booth perimeters and may not exceed height restrictions provided elsewhere herein, and may not cross over or protrude into common aisles. Tastefully done ad-art on vehicle windows is permitted. Exhibitor may not fasten any wire, rope, string or thread to any part of the Show site or grounds for displaying signs, advertising literature or merchandise without first securing RV Industry Association's written consent.

All signs must be placed within the exhibitors boundaries of space purchased - NO signs will be allowed in the aisles. The use of flashing signs or other lighting effects in such a manner as to create unpleasant reflections or interfere with the other exhibitors is prohibited except when they constitute standard equipment regularly furnished to all the Supplier exhibitors/dealers.

Use of projection slide shows with sound, motion pictures with sound, or any other sound-producing devices must be approved by RV Industry Association. Live music and recorded music sound systems are strictly prohibited unless approved in advance by RV Industry Association in its sole discretion. Approved sound-making devices, such as microphones, must be maintained at a conversational level to avoid interference with neighboring exhibitors and when found objectionable, in RV Industry Association 's sole opinion, will be prohibited. No construction work or set-up will be permitted during the hours when the Show is open.

## **9. Fire and Safety Requirements**

Los Angeles County Fire regulations require that all on-board liquid fuel tanks installed on RV units, unless they have never previously contained fuel, shall be maintained at a fuel content level of 1/3 to 1/2 full. Caps for fuel tank pipes shall be of the locking type and are to be maintained locked. If it is not practical for such a cap, then fuel tanks are to be taped and sealed. All battery cables are to be disconnected.

The Los Angeles County Fire Department also requires that all LP tanks in RV units which are displayed at the show must be completely empty and secured in the "off" position with tape.

All draping or display material (including but not limited to cloth, paper, texture, excelsior, wood chips, dried flowers or leaves, etc.) must be fireproofed and the exhibitor must have on hand an available certificate of compliance. Absolutely no cut trees will be permitted. No storage of any kind will be permitted behind an exhibitor's booth.

As of January 1986, the County of Los Angeles Fire Department passed an ordinance that prohibits smoking in a tent structure. Exhibitors are responsible for any violation of this rule in your immediate booth and/or tent area. The Los Angeles County Fire Department reserves the right to assess a fine and evict attendees and exhibitors; (i.e., if a supplier, dealer/consumer/public attendee is observed smoking in front of your booth this includes the common aisle, you are as the exhibitor as well as the guest will be fined and possibly evicted from the Show. This also includes tent structures located in a manufacturer's/dealer's display area. The Los Angeles County Fire Department will be on site during Show hours policing the area.

The following activities are strictly prohibited:

- (i) The operation of any heater, barbecue, heat producing device, open flames, candles, lamps, lanterns, torches or similar devices;
- (ii) The display and operation of any electrical, mechanical or chemical device which may be deemed hazardous;
- (iii) The use of flammable liquids, compressed gasses or chemicals;
- (iv) The demonstrating of generators anywhere on the show grounds; or
- (v) The demonstrating of any moving vehicle, scooter or electric bikes anywhere on the show

grounds.

**10. Indemnification, Limitations and Liability**

**A) Collection of Payment**

Should the exhibitor's check be returned to RV Industry Association due to insufficient funds, the exhibitor will be liable for all bank charges, collection fees and attorney's fees incurred by RV Industry Association in pursuit of collection of the monies due. Further, the exhibitor will be charged and liable to pay interest on the balance due at a rate of 1 1/2% per month from the date that amount was due until it is paid.

**B) Attorney's Fees**

If any legal action is commenced between Exhibitor and RV Industry Association to enforce any provision herein and RV Industry Association prevails, RV Industry Association shall be entitled to recover from Exhibitor reasonable attorney's fees, and other legal expenses and court costs incurred by RV Industry Association in such action as the court may find to be reasonable.

**C) Penalties for Rule Violations**

Any exhibitor, or any of exhibitor's employees, agents or contractors who violate any provision of the Space Contract, terms and conditions or any of the Rules and Regulations, will cause the exhibitor at the discretion of Show Management, to be subject to a fine up to \$1,000 for each violation except as otherwise provided herein, and/or the loss of the right to exhibit in future RV Industry Association Shows and/or participate in the initial drawing and space assignment procedure for the next year's Show.

**D) Restrictions and Indemnification**

Show Management reserves the right to restrict exhibits which because of noise, method of operation or any reason become objectionable and also to prohibit or immediately evict any exhibit which in the opinion of Show Management may detract from the general character of the Show. This reservation includes but not limited to persons, things, conduct, printed matter or anything Show Management judges to be objectionable. Surveys of any type, other than those approved in advance by RV Industry Association, are strictly prohibited. In the event of such restrictions or evictions, Show Management shall not be liable for any refunds, assessments, or other expenses. Demonstrating products outside of your assigned booth area is strictly prohibited.

Failure of any exhibitor to abide by any of the terms or conditions of the Exhibit Space Contract, or any of these Rules and Regulations, which are hereby expressly made a part of the Exhibit Space Contract, except as otherwise provided, may result in the termination of exhibitors contract by Show Management without notice and RV Industry Association may retain all monies received from exhibitor for the exhibit space and Show Management may thereupon with or without process of law, remove the said exhibitor, its employees, agents or servants, and may remove all of the exhibitor's articles of merchandise and other personal property from their space contracted for and from the buildings and grounds of the exhibit area at exhibitor's expense. The exhibitor assumes all liability for damages to its property or merchandise which may occur as a result of such removal.

Exhibitor covenants and agrees to defend, indemnify and hold harmless RV Industry Association, Fairplex, Los Angeles County Fair Association, County of Los Angeles, California and their respective directors, officers,

employees, agents, and contractors from and against any and all liabilities, damages, actions, claims, costs and expenses, including, but not limited to court costs and attorney fees, arising out of, or related to (i) any injury, or death to persons, or damage or loss of property occurring in Exhibitors exhibit area or related to Exhibitor's exhibit except to the extent caused by the negligence or willful misconduct of RV Industry Association, Fairplex, Los Angeles County Fair Association, or the County of Los Angeles, (ii) an injury or death to persons, or damage or loss of property resulting, directly or indirectly, from any act or omission of Exhibitor, or any director, officer, employee, dealer, agent or contractor of Exhibitor, (iii) the failure of Exhibitor to act where implacable law imposes a duty to act, or (iv) the failure of Exhibitor, or any director, officer, employee, dealer, agent or contractor of Exhibitor, to comply with any of the terms and condition of the Exhibit Space Contract, or of the RV Industry Association Show Rules and Regulations or of the terms of the written lease entered into, by and between RV Industry Association as Lessee and Fairplex, the Los Angeles County Fairgrounds Management as Lesser, or of the Rules and Regulations of Lesser, the ordinances of the City of Pomona, and Los Angeles County, or of the laws of the State of California or of the United States.

RV Industry Association shall not be responsible for any failure to perform any of it's obligations hereunder in the event the premises in which the Show is to be held become in the sole judgment of RV Industry Association unfit for occupancy or unfit for the successful operation of the Show, as a result of strikes, lock-outs, acts of God, including but not limited to, earthquakes, inability to obtain labor or materials, government action of whatever nature, war, civil disturbance, curtailment of transportation facilities, fire, unavoidable casualty or other causes, whether similar or dissimilar, beyond the reasonable control of RV Industry Association.

In the event of the cancellation of the Show by RV Industry Association as a result of the aforesaid causes, the exhibitor expressly waives all of its rights hereunder and releases and agrees to hold RV Industry Association harmless and from any and all claims for damages or expenses of any kind incurred by exhibitor as a result of the cancellation and further agrees RV Industry Association shall have no obligation to exhibitor except to refund the exhibitor fee paid for space less a proportionate share of all expenses incurred by RV Industry Association for the Show.

It is the responsibility of the RV Dealer designated by a manufacturer to work in an exhibit space to ensure that any employee, agent or contractor of the dealer observes all Show Rules and Regulations.

The RV Dealer will be held responsible for all violations by any of its employees, agent or contractors, and will be invoiced and liable for any outstanding charges, fines or other conditions that apply as the result of any of its employees, agents or contractors failing to observe any of the Show Rules and Regulations.

If the RV dealer designated by a manufacturer to work in an exhibit space does not intervene and halt the Show Rules violations committed by it's employees, agents or contractors, or if such intervention is unsuccessful, Show Management may thereupon with and/or without process of law evict from the Show the RV dealer, his employees, agents and contractors for the duration of the Show and may cause the articles of merchandise and other personal property to be removed from the contracted space and the Show grounds at the RV dealer's expense. In the event the foregoing occurs, RV Industry Association may retain all monies received on account of such exhibit space rental.

Show Management shall have full power in the interpretation and enforcement of all Rules contained herein and in the terms and conditions of the contract in the show offering materials. Each rule and regulation set forth herein shall be deemed to stand by itself unless otherwise indicated. Non-enforcement of any one of the rules and regulations set forth herein shall not affect the authority of Show Management with regard to enforcement of any other Rule or Regulation.



It is generally agreed that the conduct of the Show and all matters not specifically covered herein, or by the Show Contracts, shall be submitted to and determined by the Show Committee or the Western Show Director. Strict conformity by exhibitors to the Show Rules and Regulations is mandatory.

#### **11. Booth Sharing**

Only Exhibitor and its duly authorized dealer may occupy the exhibit space for which it has contracted. Booth sharing is not permitted.

#### **12. General Security**

RV Industry Association has engaged a security company to provide certain security services; however, it is the responsibility of Exhibitor to protect its property from theft and loss. Exhibitor hereby acknowledges responsibility for its own property and agrees that neither Fairplex, nor RV Industry Association nor any of their respective employees, agents, or contractors is liable for loss or theft for the period from move-in to the completion of move-out. Exhibitor must secure all property after Show hours. If Exhibitor desires additional individualized security, it must obtain and pay for this security at its own expense. Security cages can be rented from GES to secure property after show hours.

If Exhibitor is contracting for additional security with a security company other than the security company designated by RV Industry Association, it must notify RV Industry Association, California RV Show, 41 S. Wake Forest Ave., #3965, Ventura, CA. 93006 in writing of the company's name, address, phone number and contact person, and furnishes the schedule the security company will be working.

#### **13. Exhibitor's Responsibility**

Exhibitor is responsible for ensuring that the dealer it authorizes to work in its display, including the dealer's employees, agents and contractors observe all of the contract terms and conditions set forth herein. Exhibitor will be held responsible for all violations of these terms and conditions by its own employees, agents or contractors as well as any such violations by its dealer, or the dealer's employees, agents or contractors and will be invoiced and liable for any outstanding charges, fines or other conditions that apply as the result of its dealer, or the dealer's employees, agents or contractors failing to observe the rules and regulations.

#### **14. Food and Beverages**

Except as provided in Section 6 of these Rules, regarding promotions and sponsored functions, the giveaway or sale by exhibitors of any food or beverage, including alcoholic beverages, is strictly prohibited.

#### **15. Soliciting**

No soliciting is permitted outside Exhibitor's exhibit area. Samples, catalogues, pamphlets, publications, souvenirs, etc., connected with Exhibitor's business or service may be distributed by Exhibitor only within its own exhibit area, provided these items are pertinent to the purpose of the exhibit. Only those signs describing a completed product being displayed will be permitted unless otherwise approved by RV Industry Association. Referrals to other exhibitor's booths or display areas or sales pitches will not be permitted. Models are restricted to the area within Exhibitor's display area.

Undignified manner of attracting attention, as determined by RV Industry Association will not be permitted. Sale flyers, handbills or brochures are not permitted to be distributed or displayed in any manner outside the Exhibitor's exhibit area. Any Exhibitor promotion activity within the Show must be confined visually and audibly to the Exhibitor's display area. This refers to the wearing of costume clothing, but not attractive uniform jackets, hats, etc., which identify Exhibitor personnel.

#### **16. Cancellations, Withdrawals and Reductions**

If Exhibitor cancels or withdraws from the Show for any reason, it forfeits any and all monies paid and Exhibitor further agrees it is legally obligated to remit any unpaid balance for such assigned space. If Exhibitor fails to occupy its exhibit space by 5:00 P.M., Thursday, October 4, 2018, it will be deemed to have cancelled its space. RV Industry Association reserves the right to rent to another exhibitor or to eliminate or to maintain vacant the cancelled space without obligation to the Exhibitor. If Exhibitor reduces the size of its space after the original space application is received by RV Industry Association, Exhibitor will be charged a fee equal to 25% of the cost of the total space it originally requested.

#### **17. Breach of Contract/ Remedies**

In the event Exhibitor, or any employee, agent or contractor of Exhibitor, fails to pay RV Industry Association all sums due hereunder, or fails to perform or observe any of the terms or conditions set forth herein, RV Industry Association shall have the right, with or without notice, to take any or all of the following actions: (i) immediately terminate this contract; (ii) fine Exhibitor a minimum of \$1,000 up to a maximum of \$10,000 for each such violation, except as otherwise provided herein; (iii) prohibit Exhibitor from participating in the initial drawing and space assignment procedure for next year's Show; (iv) prohibit Exhibitor from participating in future RV Industry Association shows; and (v) pursue any other rights and remedies now or hereafter available to RV Industry Association under the laws of the Commonwealth of Virginia.

In the event RV Industry Association terminates this contract for Exhibitor violating any of the terms or conditions contained herein, RV Industry Association shall have the right to retain all monies received from Exhibitor for the exhibit space as well as recover from Exhibitor such additional sums that RV Industry Association may be due pursuant to the terms hereof. Additionally, RV Industry Association shall have the right, with or without process of law, to remove Exhibitor, its employees, agents and contractors, and all of Exhibitor's articles of merchandise and other personal property from the space contracted for and from the buildings and grounds of the exhibit area at Exhibitor's expense. Exhibitor assumes all liability for damages to its property or merchandise which may occur as a result of such removal. All rights and remedies available to RV Industry Association hereunder, or at law or in equity, are expressly declared to be cumulative.

Exhibitor will not be permitted to exhibit in any RV Industry Association show until such time as Exhibitor remits any and all funds due RV Industry Association pursuant hereto. In the event of any claim by Exhibitor against RV Industry Association arising out of or related to this contract, Exhibitor agrees that RV Industry Association's liability is limited to the amount paid by Exhibitor for its exhibit space.

#### **18. Assignment**

Exhibitor may not sell, assign or transfer this contract or any interest herein either voluntarily or by operation of law, or sublet the exhibit space or any part thereof without the prior written consent of RV Industry Association.

#### **19. Interest on Past Due Obligations**

If Exhibitor shall fail to pay any sum due RV Industry Association pursuant to this contract by the date same is due, RV Industry Association shall be entitled to charge and collect from Exhibitor interest on the balance due at the rate of one and one-half percent (1 1/2%) per month, from the date the amount was due until payment in full is received.

**20. Amendments**

RV Industry Association has the right to make such reasonable amendments hereto as it considers necessary for the proper conduct of the Show, provided such amendments do not materially alter or change the contractual rights of Exhibitor. All amendments that may be so made shall be binding on all of the parties hereto.

**21. Waiver**

The waiver by RV Industry Association of any term, covenant or condition in this contract shall not be deemed to be a waiver of such term, covenant or condition on any subsequent breach of the same or any other term, covenant or condition.

**22. Headings**

The headings and section titles to the sections of this contract are not a part of this contract and have no effect upon the construction or interpretation of any part of the contract.

**23. Gender**

The terms and words used herein regardless of the number and gender specifically used shall be deemed and construed to include any other number, singular or plural, and any other gender.

**24. Waiver of Jury Trial**

Exhibitor hereby waives all right to trial by jury in any claim, action, proceeding or counter claim by RV Industry Association against Exhibitor on any matters arising out of, or related to, this contract.

**25. Severability**

Any provision of this contract which shall prove to be invalid, void or illegal shall in no way affect, impair or invalidate any other provision of this contract and such other provisions shall remain in full force and effect.

**26. Governing Law**

This contract shall be governed by and construed in accordance with the laws of the Commonwealth of Virginia.