



# Washington School Nutrition Association 2009 Commodity & Going Green Product Show Invitation to Exhibit

## About the Commodity & Product Show

The Commodity & Going Green Product Show is open ***only*** to the following:

- Manufacturers who have a national processing agreement with USDA
- Equipment manufacturers whose equipment has an Energy Star rating--please submit POS or other materials indicating the Energy Star rating.
- Manufacturers of compostable disposable products--please submit POS or other materials validating this fact
- Manufacturers of environmentally-friendly chemicals (non-corrosive; less water, etc.)--please submit POS or other materials validating this fact

## Commodity & Product Show Details

Date:	November 13, 2009
Hours:	2:00 pm - 5:00 pm
Location:	Emerald Downs ~ Auburn, WA
Table Size:	6' (Additional table can be added - see registration form)
Drape Colors:	White Linen
Seating:	Two Chairs
Company Sign:	Table Tent
Power:	10v/500 w
Cost:	\$350* if register by October 30
Setup:	November 13, 2009 10:00 am - 2:00 pm
Breakdown:	November 13, 2009 5:00 pm - 7:30 pm

\*Cost to exhibit at Commodity & Going Green Product show only. If you wish to attend the Industry Seminar portion in the morning, please see information on the right under "Industry Seminar/Commodity Show Agenda."

## Industry Seminar Sponsorship

**Sponsorships** in the amount of \$150 are still available for Industry Seminar. Sponsors will be listed on the program at Industry Seminar, on the WSNA website as a sponsor for the event, and on signage at Industry Seminar. Sponsorships assist WSNA in continuing to provide quality programming for Industry Seminar attendees. If you are interested, please mark the appropriate box on page 3.

## Cooking/Heating Information

Cooking/heating is permitted on the show floor using the following approved devices: crock pots, heating lamps, chafing dishes, microwave ovens, and toaster ovens. Any exhibitor who requires any type of cooking other than the above may use the kitchen facilities at Emerald Downs. Exhibitors who use the kitchen facilities must provide all their own utensils, pans, etc.

## Shipping & Cooler/Freezer Information

### Shipping:

Emerald Downs does not accept advance shipments. Exhibitors must bring items with them to the show.

### Cooler/Freezer:

Emerald Downs does have some space available for storage of items. Please contact Cassandra Stephens, 253.288.7031, [cassandras@emeralddowns.com](mailto:cassandras@emeralddowns.com) to arrange for space.

## Industry Seminar/Commodity Show Agenda

Industry Seminar will be held in the morning, with the commodity show being held in the afternoon. The theme is *Balancing Your Life & Career from Start to Finish*, and features Tom Champoux of the Effectiveness Institute

Commodity Show exhibitors should register for the Industry Seminar as well if they wish to attend the morning session. Other industry members who attend in the morning but who are not commodity show exhibitors may reserve a table at which they can have point-of-sale materials (no samples) at the commodity show. If you have questions, please contact Kathy Buchanan, [wsna@comcast.net](mailto:wsna@comcast.net), 509.926.9177

## Agenda

7:30 am	Registration / Continental Breakfast
8:00 am	Welcome / WSNA Updates
8:30 am	<i>Head, Heart &amp; Backbone</i> , Tom Champoux
9:30 am	Break
9:45 am	<i>Head, Heart &amp; Backbone (cont.)</i>
11:45 am	Brunch / Door Prizes
1:00 pm	DDS (District Directors & Supervisors) Meeting
1:00 pm	Vendor Show Set-up (during DDS meeting)
2:00 pm	Commodity Show/Vendor Tables
5:00 pm	Commodity Show Concludes

# Terms and Conditions of Exhibit Space Agreement

**Eligible Exhibits:** The Washington School Nutrition Association (WSNA) reserves the right to determine the eligibility of any company or product to exhibit in WSNA's Commodity & Going Green Product Show and further reserves the right to reject any application and/or limit space assigned to any one company. Show management also has the right to stop exhibiting companies from the showing of products or services which would negatively impact the show's reputation.

**Limitation of Liability:** The exhibitor agrees to make no claim for any reason whatsoever against WSNA and/or Emerald Downs wherein the show will be held, for loss, theft, damage or destruction of goods, nor for any injury to himself or employees while exhibits are in progress, being set up or dismantled. Exhibitor agrees to indemnify and hold harmless WSNA, Emerald Downs, and their employees, against any and all claims of any person, arising out of acts, omissions or negligence of exhibitor, its agent or employees. Organizer makes no warranties regarding the number of persons who will attend the event. If any term of this agreement is declared invalid or unenforceable, the remainder shall continue in full force and effect. Any action arising out of this agreement of the Event shall be brought in King County, Washington, and governed by the law of that locale, exclusive of the choice of law rules of any jurisdiction. Organizer shall be entitled to recover reasonable attorney's fees and costs in any action to enforce this Agreement.

**Limitation of Exhibits:** WSNA reserves the right to stop or remove from the show any exhibitor, or his representative, performing an act or practice which in the opinion of WSNA is objectionable or detracts from the dignity of the show or is unethical to the business purpose of the show. **WSNA reserves the right to refuse admittance of exhibits or materials to the show until all fees owing are paid in full. No exhibitor shall hold any social event or entice WSNA members off the show floor during official show hours.**

**Cancellation or Withdrawal:** Cancellation of space and refund is subject to the following conditions: Exhibitors shall give written notice of cancellation. If written notice is received more than 30 days prior to the show (October 13, 2009), total monies less \$50 cancellation fee will be refunded to Exhibitor. No refunds will be allowed for any cancellation less than 30 days prior to the opening of the show.

**Exhibit Restrictions:** No exhibitor or part of an exhibit will be admitted to any space until rental of that space has been paid in full. Actual selling of products from the exhibit floor is prohibited. **No exhibitor may begin dismantling his exhibit until AFTER the closing hour of the show.** The exhibitor shall properly staff the exhibit during show hours. Exhibitors are liable for any damage caused to building walls, floors or columns or other exhibitors' property. Vendors for whom WSNA makes exhibit space available are those who have products/services that are of interest and use to the school food service industry and who have a national processing agreement with USDA. The acceptance of an exhibiting firm does not constitute an endorsement or approval by WSNA of the quality or value of claims made by the firm.

**Boundaries:** All parts of all exhibits must be exhibited within exhibitor's assigned space boundaries. Aisle space is under the control of WSNA.

**General Show Policies:** Noisy or offensive exhibits are prohibited. Distribution of literature or samples must be related to exhibit and distribution limited to within exhibitor's space. Assignment or subletting of assigned space by exhibitor is not permitted for any reason without approval of WSNA. Exhibitor must comply with all local laws, rules, regulations and ordinances in force. The exhibitor may not display signs that are not professionally prepared or in the opinion of WSNA detract from the appearance of the show in any manner whatsoever.

**Termination of Show:** If WSNA determines the premises where the show is to be held has become unfit for occupancy, or if the premises are materially interfered with by any reason of strike, embargo, injunction, act of war, act of God, act of terror, any other emergency, or any act or event not the fault of WSNA, this agreement may be terminated by WSNA. In the event of such termination, the exhibitor waives any and all damages to WSNA.

**Relocation of Show:** WSNA reserves the right to alter the official floor plan, and/or reassign any exhibitor's location as deemed advisable. WSNA further reserves the right to make such changes, amendments and additions to these rules and such further regulations as it considers necessary to act in the best interest of the exhibits.

**Collection Policy:** The exhibitor agrees to pay any and all cost incurred by WSNA to collect any portion of fees due and owing to WSNA not paid in full prior to the opening of the show.

**Insurance:** It shall be the responsibility of each exhibitor to maintain such insurance against injury to person or damage or loss of property in such amounts as the exhibitor shall deem adequate.

WSNA Commodity Show  
November 13, 2009 ~ Auburn, Washington

**\*\*\*Required - Exhibitor Data (Not Broker)**

Company \_\_\_\_\_  
 Contact \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 Phone \_\_\_\_\_  
 Fax \_\_\_\_\_  
 Email \_\_\_\_\_

**Broker Data**

Company \_\_\_\_\_  
 Contact \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 Phone \_\_\_\_\_  
 Fax \_\_\_\_\_  
 Email \_\_\_\_\_

**\*\*\*Required:**

**Authorized Signature**

*The signature above hereby authorizes the Washington School Nutrition Association (WSNA) to assign exhibit space on a first come, first served basis. The signature above acknowledges receipt and agrees to abide by the official Terms and Conditions, the payment schedule, and to all conditions under which exhibit space is leased to WSNA.*

***If you have questions, please contact Kathy Buchanan, wsna@comcast.net, 509.926.9177.***

***Please send your application with appropriate payment to:***

**WASHINGTON SCHOOL NUTRITION ASSOCIATION**  
 9116 E Sprague Ave #471 ~ Spokane, WA 99206-3601  
 (509) 926-9177 ~ Fax (509) 926-0674 ~ wsna@comcast.net  
 Tax ID #: 23-7404031

**Exhibitor Name Badges**

1. \_\_\_\_\_  
 2. \_\_\_\_\_  
 3. \_\_\_\_\_

**Exhibit Identification Sign**

**Products**

Please list all products you will display at the show and provide proof of Energy Star rating or environmentally-friendly products (see page 1--*About the Commodity & Product Show*).

**Order**

Please mark all that apply and write in the total.

- Commodity Show Exhibit Space \$350
- Additional Commodity Show Table \$20
- Industry Seminar - WSNA member **NO** table \$110
- Industry Seminar - WSNA member **WITH** table \$150
- Industry Seminar - Non-member--**NO** table \$205
- Industry Seminar - Non-member **WITH** table \$260
- WSNA Industry Membership (Individual--See page 4) \$40
- WSNA Industry Membership (Corporate--See page 4) \$160
- Industry Sponsorship \$150
- Late Fee -- **Postmark Date after October 30** \$25

Total Enclosed \$ \_\_\_\_\_

**Payment**

Check (enclosed)  Visa  MasterCard  Discover

Credit Card # \_\_\_\_\_

Exp. Date \_\_\_\_\_ Billing Address ZIP Code \_\_\_\_\_

Name on Card \_\_\_\_\_

Is this a Corporate card? Y N

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

A \$5 fee will be assessed for returned checks. A \$15 fee will be assessed for a declined credit card payment.



# Washington School Nutrition Association Industry Member Application

Date: \_\_\_\_\_

New \_\_\_\_\_ Renew \_\_\_\_\_

(Please check one)

Choose one:

\_\_\_\_\_ Individual Membership (\$ 40)

\_\_\_\_\_ Corporate Membership (\$160) -- Membership designed for companies that wish to have a membership for up to six employees of that company.)

## Section I: (Complete for Individual Membership Only) ~ Please Print

Last Name \_\_\_\_\_ First Name \_\_\_\_\_

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

Preferred Mailing Address: \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_

Phone (\_\_\_\_\_) \_\_\_\_\_ Email: \_\_\_\_\_

## Section II: (Complete for Corporate Membership Only) ~ Please Print

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

Contact Last Name \_\_\_\_\_ First Name \_\_\_\_\_

Preferred Mailing Address: \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_

Phone (\_\_\_\_\_) \_\_\_\_\_ Email: \_\_\_\_\_

### Additional Member Names:

1. Last \_\_\_\_\_ First \_\_\_\_\_

2. Last \_\_\_\_\_ First \_\_\_\_\_

3. Last \_\_\_\_\_ First \_\_\_\_\_

4. Last \_\_\_\_\_ First \_\_\_\_\_

5. Last \_\_\_\_\_ First \_\_\_\_\_