

## Massachusetts Lobstermen's Association, Inc.

8 Otis Place - Scituate, MA 02066-1323

Bus. (781) 545-6984 Fax. (781) 545-7837

[www.lobstermen.com](http://www.lobstermen.com)

## MLA'S ANNUAL WEEKEND & TRADE SHOW 2015

**Sea Crest Beach Hotel, Falmouth, MA**

**January 22-25, 2015**

Dear Potential Exhibitor:

We offer you the opportunity to celebrate with us and to present and/or sell your products and services to a group of more than **1,500 Commercial Fishermen** at our **Annual Weekend & Trade Show on January 22<sup>nd</sup> thru 25<sup>th</sup>, 2015**. The event will be held at the **Sea Crest Beach Hotel in Falmouth, MA**.

**The MLA recognizes that you don't have time to eat lunch on set up day, so we will provide lunch for you in the exhibit hall on Thursday, January 22<sup>nd</sup>.**

- ◆ In addition to the Friday and Saturday hours, the exhibit hall will be open on Sunday morning an hour earlier at 8:00 am and remain open until 10:00 AM so that you will have two hours of uninterrupted time.
- ◆ In the past years the MLA has given away thousands of dollars on raffle prizes to those vendors who remained set up until 10:00 am on Sunday. **(YOU MUST BE AT YOUR BOOTH BY 8:00 am TO GET YOUR TICKET)**

The booth space includes a 6' x 3' table with a tablecloth and 2 chairs. We will work with you.

The cost **per booth space** for the **entire weekend** is **only \$550.00**

**Book now and reserve the booth of your choice!**

If you wish to participate, please complete the enclosed **Exhibit Booth Reservation Form** in its entirety and return it with your check or credit card information to the MLA. To accommodate your accounting for the 2015 budget, we will accept a post dated check for 2015 which will not be deposited until after January 1<sup>st</sup>.

Once we receive your payment, we will confirm your booth and have it waiting for you beginning at 10:00 AM on Thursday, January 22<sup>nd</sup> for set-up. If the Thursday set-up day is a problem for you, we may be able to make special arrangements to admit you **early** on Friday morning, Jan. 23<sup>rd</sup>. However, please be reminded that the Exhibit Hall opens at 9:00 AM and **all** exhibits must be fully set up by then. All goods must be removed by 1:00 PM on Sunday afternoon, January 25<sup>th</sup>. If you cannot remove your entire exhibit by this time, you may make special arrangements for Monday morning as long as arrangements are made **in advance**.

**If you have any questions or need further information, please contact the MLA office. 781-545-6984**  
**We are looking forward to seeing you at the show this year.**

**Thank you, Beth Casoni**

**Mass. Lobstermen's Association**  
8 Otis Place, Scituate, MA 02066-1323  
Tel (781) 545-6984 Fax (781) 545-7837  
Beth.casoni@lobstermen.com

**Annual Weekend & Trade Show 2015**  
Jan. 22nd —Jan. 25th 2015 (set up on Jan. 22nd)  
**Sea Crest Beach Hotel**  
350 Quaker Rd, North Falmouth, MA 02556  
Seacrestbeachhotel.com

## Exhibitor / Vender Booth Reservation—2015

**Booth's include a 6' covered table & 2 chairs**

- ( ) 1 Booth \$550. \$ \_\_\_\_\_  
( ) 2 Booths \$750. \$ \_\_\_\_\_  
( ) 3 Booths \$995. \$ \_\_\_\_\_  
( ) Electricity \$ 50. \$ \_\_\_\_\_  
( ) Lift for Engine \$ 50. \$ \_\_\_\_\_

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

Set-up time begins at 9:00 AM on Thursday (Jan 23rd). And must be completely removed by 1:00 PM on Sunday unless other arrangements have been made in advance.

**ALL BOOTHS MUST REMAIN  
INTACT AND YOU MUST BE AT  
YOUR BOOTH BY 8:00 AM Sunday  
to qualify for the vendor raffle.  
4 CASH PRIZES  
THE BOOTH MAY  
NOT BE DISMANTLED  
UNTIL 10:00 AM ON SUN. (Jan 25th)**

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

Address: \_\_\_\_\_

City, State, Zip Code: \_\_\_\_\_

Daytime Tel: (\_\_\_\_\_) \_\_\_\_\_ Fax: (\_\_\_\_\_) \_\_\_\_\_

Person in Charge of Booth: \_\_\_\_\_

Primary Product or Service: \_\_\_\_\_

(If you are having an engine delivered you need to call the MLA and schedule a delivery time with Beth Casoni—Thank you)

Special Requests or Needs: \_\_\_\_\_

Payment Info: ( ) MasterCard ( ) Visa ( ) Check (Payable to MLA)

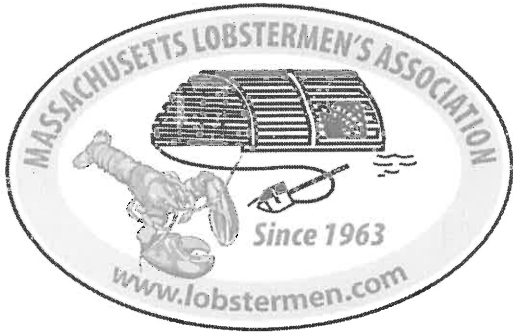
Name on card: \_\_\_\_\_

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

Last 3 numbers on back of card: \_\_\_\_\_ Card Exp Date \_\_\_\_\_

(You may call this number in)

Signature: \_\_\_\_\_



Dear MLA Annual Weekend Vendors,

The MLA 2015 Annual Weekend and Trade Show are scheduled for January 22<sup>nd</sup> - 25<sup>th</sup>, 2015 at the Sea Crest Beach Hotel in Falmouth, MA. We wanted to give you enough time to plan for this year's event because there is a lot to celebrate.

This year the MLA is offering activities sponsorship opportunities for vendors after several requests last year. As a sponsor your company will be able to display a banner to be provided by you, see dimensions below, at the activity. A Gold sponsorship will also provide your company with a full page ad in the show program and a Silver sponsorship will provide you with a ½ page ad in the show program.

Activities to be sponsored are the hospitality suite, the craft, bingo, children's activity, casino night and the comedian all of these events are well attended and well received.

The level of sponsorship is;

Gold sponsorship \$1000.00	banner size 3' x 6' - full page ad in show program
Silver sponsorship \$500.00	banner size 2' x 5' - ½ page ad in show program
Bronze sponsorship \$250.00	banner size 2' x 5' - your company named listed as a sponsor

Name: \_\_\_\_\_ Amount: \$ \_\_\_\_\_

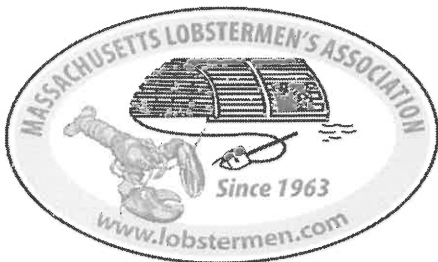
What would you like to sponsor?

- |  |  |
|--|--|
| <input type="checkbox"/> Comedian          | <input type="checkbox"/> Casino night        |
| <input type="checkbox"/> Hospitality Suite | <input type="checkbox"/> Craft               |
| <input type="checkbox"/> Bingo             | <input type="checkbox"/> Children's Activity |

Let's make this 2015 Annual Weekend one to remember! Please return letter with your donation.

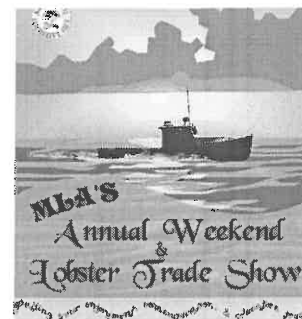
Thank you and see you in January,

*Beth Casani*



## Massachusetts Lobstermen's Assoc., Inc.

8 Otis Place  
Scituate, MA 02066-1323  
Bus. (781) 545-6984 Fax. (781) 545-7837



The Massachusetts Lobstermen's Association will be holding it's Annual Weekend and Trade Show at the Sea Crest Beach Hotel in Falmouth on January 22 (set up day)—January 25, 2015. The aim of this event is to provide an opportunity for lobster fishermen, dealers and equipment suppliers to get together for communication, education *and to have some fun too*. Since the Association also provides educational grants to college bound children of our members, any profits from this event go towards these education grants.

Our Annual Weekend Committee is asking if you would help us by being a sponsor for one of our activities or raffles. The activities and raffles for which we are seeking sponsorship are the Scholarship Fund Raffle, The Members Raffle, the Hospitality Room, The Banquet Reception, and even the printing of our Schedule of Events. A contribution of \$100 or more would be greatly appreciated, although any denomination is always welcomed. All those that do contribute will be recognized with their name and company listed at the event and also will be listed in our Schedule of Events booklet. Please note that our Schedule of Events booklet will go to press on January 15th so we would need to have everything by that date.

We would also like to invite you to attend the Annual Weekend and Trade Show if you can. The MLA currently has over 1,700 members which include lobster fishermen, lobster and seafood dealers and equipment suppliers. It works all year for the good of the resource and the lobster industry's participants and families as a whole. I am also enclosing some information about the show for your information.

### **Admission to the Trade Show Exhibit Halls and Seminars is FREE.**

We sincerely hope that you will consider helping us out and we thank you in advance for any support you can give.

Sincerely yours,  
Beth Casoni  
Executive Director

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Please return letter with your donation. Thank you

Name: \_\_\_\_\_ Amount: \$ \_\_\_\_\_

What would you like your donation to sponsor?

- |  |   |
|--|---|
| <input type="checkbox"/> Scholarship Fund Raffle | <input type="checkbox"/> Members Raffle       |
| <input type="checkbox"/> Hospitality Room        | <input type="checkbox"/> Comedian             |
| <input type="checkbox"/> Printing of Schedule    | <input type="checkbox"/> Let Committee decide |

**MLA's ANNUAL WEEKEND**  
**JANUARY 22<sup>nd</sup> – 25<sup>th</sup> Sea Crest Beach Hotel, Falmouth, MA**  
**Grand Silent Auction**  
Saturday January 24<sup>th</sup>, 2015

The Grand-Silent Auction is held on SATURDAY afternoon. Items will be on display for viewing in the Main Exhibit Hall on Friday and Saturday. You can also sign up for your bidding number any time during the weekend. There are many different items that are donated to benefit the MLA Scholarship fund, such as traps, rope, electronics, rain gear, marine supplies, homemade quilts, gift baskets, gift certificates, jewelry, framed prints and much more. There will also be lots of giveaways so you won't want to miss out on the fun.

We would like to ask if you would consider donating an item (s) to be auctioned off. Remember, all profits benefit the MLA Scholarship fund. Please call our Auction Coordinator at 781-545-6984 or complete and return this form. The more items we have, the more money can be raised for the Scholarship Fund. The scholarships awarded help to defray costs for the children of members entering their first year of college.

Note: By receiving your form early we can assure you that **your name and donation will be listed in our program** and the January MLA Newsletter. The 2015 Annual Weekend Program will be printed one week before the show.

Auction Item #1  
Donation made by: \_\_\_\_\_

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

Description of Item: \_\_\_\_\_  
Value: \$ \_\_\_\_\_

Auction Item #2  
Donation made by: \_\_\_\_\_

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

Description of Item: \_\_\_\_\_  
Value: \$ \_\_\_\_\_

Auction Item # 3  
Donated made by: \_\_\_\_\_

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

Description of Item: \_\_\_\_\_  
Value: \$ \_\_\_\_\_

*Thank you very much for your generosity!*

Mail to: Attn: Auction Coordinator at  
MLA 8 Otis Place, Scituate, MA 02066 OR Fax to: 781-545-7837

# MASSACHUSETTS LOBSTERMEN'S ASSOCIATION

## ANNUAL WEEKEND AND TRADE SHOW 2015

Thursday (set up day), January 22, 2015 – Sunday, January 25, 2015

### HOTEL RESERVATION FORM – TO BE RETURNED TO SEA CREST

#### *SEA CREST BEACH HOTEL*

350 QUAKER ROAD  
NORTH FALMOUTH, MA 02556  
508-540-9400 OR 800-225-3110

Arrival Date: \_\_\_\_\_ Departure Date: \_\_\_\_\_

Name (1): \_\_\_\_\_ Name (2): \_\_\_\_\_

Name (3) \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Day Telephone: \_\_\_\_\_ Today's Date: \_\_\_\_\_

Email: \_\_\_\_\_ Fax: \_\_\_\_\_

All Hotel & Meal Packages include the following per person: Accommodations for 1, 2, or 3 nights, plus 1 Buffet Dinner on Friday night per person, 1 plated Dinner Banquet on Saturday night per person, all taxes & gratuities are included. *taxes are subject to increase*

Please check below which of these you are selecting:

### HOTEL & MEAL PACKAGES

Check Choice	Package Type	Nights	Cost Per Package	Friday Evening Buffet	Saturday Evening Banquet dinner Please Select	
				Old Silver Barbecue	Prime Rib	Local Cod
	1 - Night Package (1 Adult)	Friday only	\$170.00		n/a	n/a
	1 - Night Package (2 Adult)	Friday only	\$242.00		n/a	n/a
	1 - Night Package (3 Adults)	Friday only	\$317.00		n/a	n/a
	1 - Night Package (1 Adult)	Saturday only	\$152.00	n/a		
	1 - Night Package (2 Adult)	Saturday only	\$206.00	n/a		
	1 - Night Package (3 Adults)	Saturday only	\$305.00	n/a		
	2 - Night Package (1 Adult)	Fri. & Sat.	\$299.00			
	2 - Night Package (2 Adults)	Fri. & Sat.	\$445.00			
	2 - Night Package (3 Adults)	Fri. & Sat.	\$629.00			
	3 - Night Package (1 Adult)	Thu., Fri. & Sat.	\$414.00			
	3 - Night Package (2 Adults)	Thu., Fri. & Sat.	\$564.00			
	3 - Night Package (3 Adults)	Thu., Fri. & Sat.	\$715.00			

## ADDITIONAL HOTEL NIGHTS

Check all that apply	Additional Nights	Indicate quantity	Cost		
	I want the package as noted above, plus additional Hotel night(s) pre or post package nights. Rate is per night.	Date(s)	\$ 98.00	n/a	n/a
	Hotel Only (no meals included)– Rate is per night for 1 or 2 adults	Date(s) & # of Adults	\$119.00	n/a	n/a

**Cut-Off Date:** All reservations for Hotel Rooms must be made prior to December 19, 2014. After this date, we can not guarantee availability of guest rooms or the group rate.

**Meal Tickets & Choices:** All meal choices for the Saturday Night Banquet must be made prior to December 19, 2014. If there is no choice made after this date, we can not guarantee your preferred availability.

**Deposit:** We require a one night's deposit. If the deposit is by credit card, we will charge the one night's deposit in advance when the Reservation Form is received.

**Cancellation Policy:** If an individual reservation is cancelled 14 days or more prior to arrival the deposit is refunded less a \$25.00 service charge. If an individual reservation is cancelled 13 days to 10 days prior to arrival the deposit will be forfeited. If the reservation is cancelled less than 10 days prior to arrival you will be charged in full for all nights reserved. You cannot change meal selections or number of people in the package within 10 days of arrival.

**Confirmation:** A hotel confirmation will be emailed to you directly from the Sea Crest Beach Hotel. **Check-in time after 4:00 pm & Check-out time by 11:00 am**

Please send this form along with your deposit prior to December 19, 2014

Visa     Master Card     AMEX     Check payable to **Sea Crest Beach Hotel**

Total Amount Enclosed: \$ \_\_\_\_\_

Card Number: \_\_\_\_\_ Exp Date: \_\_\_\_\_

Name of Cardholder: \_\_\_\_\_

Signature: \_\_\_\_\_ Today's Date: \_\_\_\_\_

**Please read:** Be sure to make your check payable to the **Sea Crest Beach Hotel**

mail all forms, along with your deposit to:

**Sea Crest Beach Hotel (MLA Reservations)**

**350 Quaker Road, North Falmouth, MA 02556**

**Or fax form to the Sea Crest Beach Hotel at (508)548-0556**

**Or scan and email form to [reservations@seacrestbeachhotel.com](mailto:reservations@seacrestbeachhotel.com)**

**For meals only/additional meals and/or any questions please call the MLA office at (781) 545-6984**

**MLA Annual Weekend & Lobster Trade Show 2015**  
**SEA CREST BEACH HOTEL, FALMOUTH, MA**

**Order Form for Extra Meal Tickets**

Day/Time	Description	Price Per Person	Number Requested	Total Price
<b>Friday Evening</b> <b>6:30 pm – 7:45 pm</b>	<b><u>Old Silver Barbecue</u></b> Warm Crusty Rolls with Vermont Creamery Butter, Beef and Bean Chili with all the fixings, Platter of sliced seasonal fruits, Baby Iceberg "Wedge" salad, Garden Salad, Pasta Salad, Red Bliss Potato Salad, Sweet Baby Ray's barbeque chicken, Brown sugar and chili rubbed baby back ribs, Blackened east coast salmon, grilled angus burgers with all the fixings, buttery corn on the cob, Make your own strawberry shortcake.	\$60.00		
<b>Comedian</b> <b>7:45-8:45</b>				
<b>Saturday Evening</b> <b>6:45 pm Dinner</b>	<b><u>Banquet Dinner</u></b> <b>Local Cod or</b> <b>Prime Rib of Beef</b> (Please Choose Entrée) Warm Crusty Rolls, Vermont Butter, Cape Clam Chowder, Herb Roasted Potatoes and French Beans, & Double Chocolate Cake, Marinated Raspberries, Coffee and Tea			
<b>Please choose</b> <b>Entrée</b>	<b>Local Cod-</b> Cracker Crusted Cod Loin, Lemon Buer Blanc	\$60.00		
	<b>Prime Rib of Beef-</b> Hand Carved Prime Rib of Beef, Red wine Au Jus	\$60.00		
	<b>Total Amount Enclosed: \$</b>			

Name: \_\_\_\_\_ Tel : \_\_\_\_\_  
 Address: \_\_\_\_\_

Visa   
  Master Card   
  Check payable to MLA

Name on Card \_\_\_\_\_  
 Card Number: \_\_\_\_\_ Exp Date: \_\_\_\_\_  
 Last 3 numbers on back of card: You may call this number in: \_\_\_\_\_  
 Signature: \_\_\_\_\_ Today's Date: \_\_\_\_\_

**Mail this form to:**  
**Mass Lobstermen's Assoc.**  
**8 Otis Place, Scituate, MA 02066**  
**Tel. (781) 545-6984**



Old Silver Beach

