

MID-ATLANTIC HARDSCAPING

TRADE SHOW | MAHTS.COM

“THE ORIGINAL HARDSCAPE TRADE SHOW”
December 6-7, 2023 | Atlantic City Convention Center, Atlantic City, NJ

“At MAHTS, this is the crowd we need to be talking to...the Outdoor Living Contractor. It's all about new leads and meeting current customers face to face.”
-Synked-Up



WHAT IS MAHTS

- the show that brings education, products, services and networking together in one destination
- where attendees include business owners and decision makers from the Mid-Atlantic and Northeast States
- a platform to maximize your visibility to a highly targeted and qualified audience

BENEFITS OF EXHIBITING

- **Sales** – MAHTS draws business owners and decision makers who come prepared to invest in their business needs.
- **Networking** – Meet new and reconnect with existing customers.
- **Product Visibility** – MAHTS is the perfect place to showcase new products.
- **Education** – If your company has a seminar or training program, ask about special opportunities available to provide more exposure for your products/services.

WHO SHOULD EXHIBIT

If you offer any of the following categories of products and services relating to the hardscaping and landscaping industries, reserve your exhibit space today!

Hardscape Products clay brick, natural stone, manufactured stone

Tools & Equipment hand and power tools, diamond blades, lawn & garden (mowers, blowers, tillers, chainsaws), material handling products, hardscape specialty tools

Construction Machinery

Tool and Machinery Rentals

Snow Removal Equipment (snowplows, blowers, blades)

Trucks, Tractors, and Trailers

Outdoor Living Features artificial turf & sports courts, fencing, landscape lighting and audio, outdoor living components (kitchens, pizza ovens, counter tops), outdoor structures (arbors, trellis, and pergolas), fire features (fireplaces, fire pits), pond & water features, outdoor furniture, statuary, pools

Outdoor Recreational Companies powersports, hunting, fishing, camping, and outdoor gear

Professional Services financial and insurance, business administration & support, payroll, telecommunications, marketing, photography, videography, drone

Nursery Supplies plants, trees, sod

FOR MORE INFO, CONTACT:

Peter Romano MAHTSales@ephenry.com 484-942-8437 OR Sally O'Shea soshea@ephenry.com 610-544-5775

SHOW HOURS

Monday, December 4, 2023

Move-In 10:00 AM – 6:00 PM

Tuesday, December 5, 2023

Move-In 8:00 AM – 4:00 PM

Wednesday, December 6, 2023

Exhibit Hall Open 8:00 AM – 6:00 PM
Reception in the Exhibit Hall 4:00 PM – 6:00 PM

Thursday, December 7, 2023

Exhibit Hall Open 8:00 AM – 4:00 PM
Move-Out 4:30 PM – 10:00 PM

*Loading dock doors will not be open on Wednesday or Thursday morning.

**Loading dock doors will be open AFTER the aisle carpet is removed. Vehicle keys will be returned beginning at 4:30pm for move-out to proceed by aisle. See Event Management for details.

YOUR BOOTH PACKAGE INCLUDES

- One 8'-high curtain backdrop and 33" high dividers and aluminum uprights
- Booth ID sign listing the Company Name and Booth #
- Two (2) booth personnel badges per 10x10 booth space (additional \$50 per person)
- Carpet in the aisles of the Event
- Online portal to build your company profile, promoting your presence at the show in advance of the show
- Cocktail Reception in the exhibit hall on Wednesday
- Buffet lunches on Wednesday and Thursday – **NEW!**
- Your company listing in MAHTS Mobile App – **NEW!**

"Although we exhibit at other trade shows and have a certain level of success at those events, Paverart always looks forward to MAHTS. There are always great opportunities to advertise and showcase our product. We always walk away with a lot of great contractor contacts."

- Mike, Paverart

Additional Opportunities:

Enhanced Exposure - Maximize your visibility, enhance your presence, and drive traffic to your booth with advertising and sponsorship opportunities

Enhanced Digital Content with online marketing opportunities available through the Interactive Online Floorplan Platform

Optimize your presence by offering a Show Special available only at MAHTS

Drive more traffic and business to your booth by participating in the Door Prize Program

Education – If your company has a seminar or training program, ask about special opportunities available to provide more exposure for your products/services.

Turf's Up Radio MAHTS Podcast

Multiple Sponsorship opportunities available.

Contact: Sally O'Shea soshea@ephenry.com 610-544-5775

PARTIAL LIST OF PAST EXHIBITORS

Anchor Diamond	Bethlehem Truck & Body	Forever Lawn of NJ	Mirage USA	Sepers Nursery
Barrette Outdoor Living	Best Line Equipment	Garden State Engine &	Modern Group, Ltd.	Shenandoah Stone Supply
Belgard	Blue Gator	Equipment	Momentum Solar	SmartGate Conveyors
Echelon	Blue Thumb	Garden State Koi	New Jersey Deer Control	Smart Level
EP Henry	Bon Tool	GardenMark Artificial Grass	Northeastern Arborist Supply	Soake Pools
MoistureShield	Burly USA	GPS Fleet Consulting	Oakmont Capital Services	Solid Products Marketing and
Oldcastle Lawn & Garden	Cast Lighting	Groundwork Sales Software	Ocean Wholesale Nursery	Promotions
Pebble Tec	Central Jersey Equipment	GT Mid Atlantic	Old Mill Brick	Stephenson Equipment - JCB
Sakrete/Amerimix	Chapman Auto Group	Hardscape Contractors of	Omni-Vac	StoneDeks System
Techniseal	Cherry Valley Tractor	America	Ox Tools USA	Strata Systems, Inc.
Absolute Equipment Sales	Civil Connection, LLC	Henry Dunn Insurance	Pave Tool Innovators	SynkedUP
AC Radiocom	Diamond Blade Warehouse	HIDE Skimmer Covers	Paverart	TenCate (Solmax)
ACM Chemistries	Donarra Extrusions	Hoffman Equipment	Permaloc	Thoro System Waterproofing
Advanced Drainage Systems	Donnelly Supply	iQ Power Tools	Pine Hall Brick	Tru-Scapes Landscape Lighting
Allan Block	Earthborne Trucks and	JESCO	PLOTT	Turf's Up Radio
Alpha Professional Tools	Equipment	Kichler Lighting	Polylok	Vermeer North Atlantic
ARDEX AMERICAS	Earthcore Industries / Isokern	KMS Funding Solutions	Prima Pack Inc.	W. W. Mfg. Co. Inc / King of Spades
Avant Tecno USA	Eastern Outdoor Furnishings	Laticrete	Probst, Inc.	WAC Landscape Lighting
Bartell Global	EZG Manufacturing	Lumien Lighting	ProGreen International	Warming Trends
Belden Brick Company, The	Fire Farm, The	Marmiro Stones	Ray Murray	Windy Ridge Company
Bergey's Truck Centers	Foley Inc	Master Gardener	Richard Lucas Chevrolet	WunderCovers

EXHIBITOR APPLICATION & CONTRACT

December 6-7, 2023 | Atlantic City, NJ

Save \$\$: Register Online and Pay in Full by July 31, 2023 and SAVE!

EP Henry an Oldcastle APG Company (hereinafter referred to as Management) is hereby authorized to reserve space for the use of (Exhibitor) _____ for MAHTS® 2023.

FEES: The undersigned agrees that assigned space will be reserved for MAHTS 2023. The booth rental payment in full must be received along with a completed Application & Contract form to secure a booth assignment. **EXHIBIT SPACE WILL NOT BE ALLOCATED WITHOUT CONTRACT AND PAYMENT.** No refunds will be given for cancellations.

	Advance - by October 31st	Standard - After October 31st
10x10 Inline Booth	\$1,800	\$2,000
10x10 Corner Booth	\$2,050	\$2,250

SAVE \$\$: Reserve 300 square feet or more of booth space and receive a 10% discount.
Reserve 700 square feet or more of booth space and receive a 20% discount.

CERTIFICATE OF INSURANCE: Exhibitors are required to provide EP Henry with a certificate of liability insurance covering your participation in MAHTS 2023. Certificates are to be on file with EP Henry no later than November 3, 2023. Please call your insurance agent and ask that a certificate covering the period from December 4, 2023 through December 8, 2023 to be issued to EP Henry and Oldcastle APG Company naming EP Henry as the certificate holder and an additional insured. Submit certificate to soshea@ephenry.com.

SHOW POLICY: All exhibits must be confined to the booth space assigned to them. Exhibition of any goods other than those manufactured or handled by the exhibitor in the regular course of his/her business is prohibited. No exhibitor may assign or sublet the whole or any part of the space allotted. The undersigned agrees to abide by all policies, requirements, restrictions, and regulations as set forth in this agreement or as may be especially designated by Management, or the facility restrictions. Failure to abide by such policies will result in the forfeiture of all monies paid or due under the terms of this agreement. The Exhibitor cannot assign or transfer this contract. Applications will be accepted or rejected at the sole discretion of EP Henry, for any or no reason. EP Henry will reject any company or product that it believes is not consistent with its policies or objectives and will exclude or require modification of any exhibitor that it considers unsuitable or inconsistent with the character of MAHTS 2023.

Your Booth Package includes:

- One 8'-high curtain backdrop and 33" high dividers and aluminum uprights
- Booth ID sign listing the Company Name and Booth #
- Two (2) booth personnel badges per 10x10 booth space (additional \$50 per person)
- Carpet in the aisles of the Event
- Online portal to build your company profile, promoting your presence at the show in advance of the show
- Cocktail Reception in the exhibit hall on Wednesday
- Distributor Program
- Buffet lunches on Wednesday and Thursday – **NEW!**
- Your company listing in MAHTS Mobile App – **NEW!**

Total number of 10'x10' booths requested: ____ Corner ____ Inline Location Preference: _____

List of vendors/manufacturers you would NOT like located in your vicinity: _____

Product to be exhibited: _____

Sale of product / Services to (Check all that apply): ____ Distributor ____ Attendee ____ Others: (please specify) _____

Please contact me to discuss opportunities for: Sponsorship YES ____ NO ____ Advertising YES ____ NO ____ Education YES ____ NO ____

Upon acceptance by EP Henry, this application, including the space assignment and policies as set forth, will constitute a contract between the Exhibitor and Management. If you have any questions regarding the show, please call Sally O'Shea at (610) 544-5775 or email soshea@ephenry.com. Note: Personnel registration will be collected under separate cover.

ACCEPTANCE: (Must be completed and signed)

YES, PLEASE SIGN US UP FOR MAHTS 2023

Company Name: _____

Mailing Address: _____

City, State, Zip Code, Country: _____

Telephone #: _____ Fax #: _____

Company E-mail: _____ Company Website: _____

Main Contact Person: _____ Title: _____

Cell Phone #: _____ Email: _____

PAYMENT METHODS:

EP Henry will accept the following methods of payment: ____ VISA ____ MasterCard ____ American Express ____ Check (payable to EP Henry)

Amount \$ _____ Date Received _____ Check # _____

Card # _____ Expiration Date: _____ Auth # _____ Zip Code: _____

Name on Card: _____ Signature: _____

Please submit application and payment to: Online: www.MAHTS.com Email: soshea@ephenry.com

EP Henry – 201 Park Avenue - Woodbury, NJ 08096

By signing below, I certify that I have read, understand, and comply to agree with all rules and regulations of MAHTS 2023:

Signature: _____ Date: _____

EXHIBITOR RULES AND REGULATIONS

MAHTS 2023

1. **EXHIBIT HOURS:** Wednesday, December 6, 2023 from 10:00 AM to 6:00 PM and Thursday, December 7, 2023 from 10:00 AM to 4:00 PM. NOTE: There will be an event for Distributors on Tuesday, December 5 from 6:00 PM – 8:00 PM. This time schedule may change; however, the dates will remain the same. Each exhibitor must arrange to have representatives in attendance during show hours.
2. **SHIPPING INSTRUCTIONS:** Please note that no deliveries will be accepted at the Atlantic City Convention Center prior to Monday, December 4, 2023. Deliveries to the Atlantic City Convention Center may be made on Monday, December 4 and Tuesday, December 5, 2023 between 8:00 AM and 4:00 PM. Freight handling within the building will be arranged with the designated service contractor. The service contractor also will handle advance shipments. All shipments must be fully prepaid. Necessary forms and further instructions will be sent to each exhibitor. Advance shipments made through the service contractor, in compliance with their instructions, is the best way to guarantee that your display and materials will arrive promptly.
3. **INSTALLATION OF EXHIBITS:** Monday, December 4 between 10:00 AM to 6:00 PM and Tuesday, December 5, 2023 between 8:00 AM and 4:00 PM. All exhibits must be completely installed by 4:00 PM on Tuesday to allow for cleaning and inspection of the Exhibit Hall. Failure to set-up your booth prior to 4:00 PM on Tuesday will result in the loss of booth space. No installation work will be permitted during exhibit hours. Exhibitors with large equipment can plan to move-in vehicles and equipment on Monday, December 4, 2023 between 10:00 AM and 3:00 PM.
4. **DISMANTLING OF EXHIBITS:** Dismantling of exhibits will not begin until show closing at 4:00 PM on Thursday, December 7, 2023. All equipment and exhibits must be removed from the Exhibit Hall by 10:00 PM on Thursday, December 7, 2023.

Materials/equipment remaining in the Atlantic City Convention Center after 10:00 PM on Thursday, December 7, 2023 will be sent to the Service Contractor's warehouse. Any expenses incurred because of this action will be the responsibility of the exhibiting company and not that of EP Henry an Oldcastle APG Company.

Trucks and tractors may be moved out on Thursday, December 7, 2023 AFTER all aisle carpet is removed. Vehicle keys will be returned at 4:30 PM for move-out to proceed through the loading dock doors.
5. **STORAGE** of crates, boxes, etc. may be arranged at the Service Contractor onsite service desk, which will provide tags to be used by exhibitors to identify pieces to be placed in storage for the duration of the exhibit. There is a fee charged for this service.
6. **BOOTH PACKAGE TO INCLUDE:** Uniform booth background and dividers (8' high curtain back wall, 3' high matching dividers and aluminum uprights) will be supplied, as well as a two-line uniform head sign with company name and booth number. Additional furnishings are available for rental through the authorized service contractor.
7. **UTILITIES:** Electrical, Plumbing and Internet services are available, at an additional cost. 120 Volt service is available. Higher voltage services are available on written request to the Atlantic City Convention Center. Forms will be included in the Exhibitor Service Manual.
8. **SPECIAL REQUIREMENTS:** Additional requirements on electrical current, decorations, furniture, etc. may be obtained. Order forms are included in the Exhibitor Service Manual.
9. **ACTIVITIES:** Souvenirs and standard literature may be freely distributed, but exhibitors must confine their displays and activities to the space assigned. No exhibitor shall assign, sublet, or share the whole or any part of the booth space allotted. Noisy or undignified displays, sound motion pictures, sound devices, megaphones, loudspeakers, or sideshow tactics are prohibited. Non-exhibitors are prohibited from soliciting at the show.
10. **ARRANGEMENT OF EXHIBIT:** Exhibitors with a booth construction exceeding 8' in height must receive written approval of EP Henry an Oldcastle APG Company. Any construction exceeding 4' in height must be kept within 5' of back line of exhibit space. The ceiling clearance in the Exhibit Hall is 30 feet.
11. **CANCELLATIONS:** No refunds will be given for booth cancellations.
12. **LIABILITY AND INSURANCE:** Exhibitors shall provide EP Henry an Oldcastle APG Company with a Certificate of Insurance evidencing insurance issued by an insurance carrier with a rating of at least A- by Best as proof of insurance coverage in the amounts of Two Million Dollars (\$2,000,000.00) of Per-occurrence Limit Coverage to include: Comprehensive Form, Independent Contractors, Contractual, Fire Legal Liability and Products/Completed Operations. Such insurance coverage shall specifically name EP Henry an Oldcastle APG Company, including its officers, employees, agents, and contractors as additional named insureds. Such insurance shall cover any damage or injury to any and all persons attending, or property connected with the Event when such persons or property are located in, on, around or about the Atlantic City Convention Center. The Exhibitor also agrees to indemnify, defend, and hold harmless EP Henry an Oldcastle APG Company for any and all claims, suits, and damages arising out of the Exhibitors participation in the MAHTS® Event, including claims for bodily injury or property damage by any third party or employee of the Exhibitor. Before being admitted to the exhibition, each exhibitor shall be required to furnish EP Henry an Oldcastle APG Company a Certificate of Insurance evidencing the required liability insurance coverage herein described. The Certificate of Insurance should also include proof of Workers Compensation coverage. Failure to provide such certification will not absolve the exhibitor of any of its responsibilities or indemnity obligations under this agreement. EP Henry or Oldcastle APG Companies shall not be liable to the Exhibitor for the acts or omissions of any members, exhibitors or suppliers attending the 2023 Mid-Atlantic Hardscaping Trade Show™. The EP Henry an Oldcastle APG Company, employees, and contractors will not be liable for failure to hold the exhibition as scheduled. Payment for booth space will be returned in that event, except that any actual expense incurred in connection with the exhibits will be deducted if the exhibition is canceled because of fire, or any act of God, or the public enemy, or a labor strike, or epidemic, or any law or regulation of public authority or any other act beyond the control of the EP Henry an Oldcastle APG Company which makes it impossible or impracticable to hold the exhibition. Safekeeping of the exhibitor's property is the sole responsibility of the exhibitor. Each exhibitor must keep an attendant in their display during the hours listed under "Exhibit Hours." In all cases, exhibitors desiring to insure their exhibits and display material against fire, theft, etc. must do so at their own expense.
13. **PAYMENT:** Booth space will NOT be assigned until your non-refundable booth rental payment is received. No exhibitor will be permitted to enter the Exhibit Hall until payment in full is received by EP Henry an Oldcastle APG Company.
14. **HOTEL ACCOMMODATIONS:** Hotel reservation forms will be included in the Exhibitor Information Packet online at MAHTS.com. Hotel reservations must be made by you directly with the respective hotel at least 30 days in advance of the show to receive the show rate and based on availability. We suggest that you identify your company as an exhibitor when making your reservation. Space is limited and provided on a first-come, first-served basis.
15. **EXHIBIT PERSONNEL:** All participants affiliated with exhibits must be registered. Each person will be issued an exhibitor's badge and must be employed by the exhibitor or have a direct business affiliation. The number of badges issued to each exhibitor may be limited by EP Henry an Oldcastle APG Company.
16. **MOTORIZED VEHICLES IN A BOOTH:** Please reference the Vehicle/Equipment Display guidelines provided in the Exhibitor Guidelines provided on MAHTS.com.
17. **EP HENRY AN OLDCASTLE APG COMPANY:** EP Henry an Oldcastle APG Company retains the right to discontinue any exhibit, which, in its opinion, is objectionable to exhibitors, to the industry or to the public.
18. **GENERAL:** All matters and questions not covered by these regulations are at the sole decision of EP Henry an Oldcastle APG Company, and all amendments that may be so made shall be equally binding upon publication on all parties affected by them as the original regulations.