Start your engines and set your course for Indianapolis, Indiana, in July of 2017. This event will take place July 12, 13, 14, and 15, 2017 at the Indiana State Fairgrounds. This is a Wednesday, Thursday, Friday, and Saturday event. Manufacturers, dealers, suppliers and components will be displaying the newest selection of coaches available. The show hours will be Wednesday, from 1:00 p.m. until 5:00 p.m. and Thursday through Saturday, from 9:00 a.m. through 5:00 p.m.

Our indoor exhibit space areas are jam packed with displays encompassing anything that can be used in or on a motorhome – everything from awnings to tires; campgrounds, resorts, attractions, cookware, etc. FMCA members are folks who enjoy the RV lifestyle and they come to see, shop, and PURCHASE!

Each FMCA event attracts motorhome owners, manufacturers, motorhome dealers, suppliers of various products, component manufacturers, as well as campgrounds, resorts, and service facilities. FMCA’s events also provide a wide range of seminars from educational to entertaining. Exhibiting at an FMCA convention is a great way for you to:

• Reach hundreds of highly-qualified buyers
• Generate leads that can boost your sales year-round
• A great event for launching new product campaigns
• Build brand recognition
• Make new friends and repeat customers

FMCA attendees have asked for things to do and see once they arrive at FMCA events, and we aim to please! Visitors will find everything under the sun – museums, arts and theater, racing, sporting events, etc! The metropolitan area of Indianapolis is filled with fun things to see and do prior to, during, or after the FMCA event. Please be sure to contact the Indianapolis Convention & Visitors Association, 200 South Capitol Avenue, Suite 300, Indianapolis, IN 46225-1063; or by calling 800-323-INDY (4639), or visit their website at: www.visitindy.com for a wide range of fun-filled activities.

Family Motor Coach Association is committed to producing shows that will deliver sales success for you, our commercial partners. Our marketing efforts are hard at work year-round working toward making positive changes to boost member attendance and increase your chances to make sales – regardless of whether you’re selling a motorhome or motorhome products. Be sure to read the entire brochure for complete details and book your exhibit space, program advertising, and sponsorship NOW as this is a must-attend event.
SHOW RULES:
The information in this exhibit space brochure contains the show rules. Exhibitors are urged to read the brochure and terms of the contract prior to applying for space. All exhibitors must be commercial members of the Family Motor Coach Association in order to exhibit.

APPLICATION DEADLINE:
The exhibit space contract and a 50% deposit covering the exhibition fees for all exhibitors must be received in FMCA's offices by Wednesday, March 15, 2017, in order to be in the space drawing for booth assignment, scheduled for Wednesday, March 22, 2017. Contracts received without a 50% deposit will not be eligible to participate in the space assignment/drawings. Exhibitors whose contracts and fees are received after the drawings will be assigned space on a first-come, as-available basis. Final remittance will be due on or before Friday, May 5, 2017. FMCA does not bill for remaining space fees. Fees not paid by May 5, 2017, will be considered cancelled and forfeited by the exhibitor.

SENIORITY REQUIREMENTS:
Two drawings will be held in Cincinnati on Wednesday, March 22, 2017. The first drawing will be for exhibitors who have exhibited at an FMCA Family International Convention within the past calendar year. The second drawing will be for all others. Both drawings will be by proxy only. All exhibitors (bulk, non-bulk, coach, supplier, component and outdoor supplier demonstration space) who wish to be included in the drawing must have their contracts and fees to FMCA no later than Wednesday, March 15, 2017, 1:00 p.m. to 5:00 p.m.

Set-Up Days and Hours:

Motorhome Displays
Saturday, July 8, 2017 9:00 a.m. to 5:00 p.m. Staging Day
Sunday, July 9, 2017 8:00 a.m. to 5:00 p.m.
Monday, July 10, 2017 8:00 a.m. to 6:00 p.m.
Tuesday, July 11, 2017 8:00 a.m. to 6:00 p.m.
Wednesday, July 12, 2017 8:00 a.m. to 10:00 a.m.

Please do not arrive prior to Saturday, July 8, 2017.

Booth exhibits And Supplier Demonstration Area Displays
Monday, July 10, 2017 8:00 a.m. to 6:00 p.m.
Tuesday, July 11, 2017 8:00 a.m. to 6:00 p.m.
Wednesday, July 12, 2017 8:00 a.m. to 10:00 a.m.

Please do not arrive prior to Monday, July 10, 2017.

Show Dates and Hours for all exhibitors:

Wednesday, July 12, 2017 1:00 p.m. to 5:00 p.m.
Thursday, July 13, 2017 9:00 a.m. to 5:00 p.m.
Friday, July 14, 2017 9:00 a.m. to 5:00 p.m.
Saturday, July 15, 2017 9:00 a.m. to 5:00 p.m.

Please feel free to call us if you have any questions. We look forward to your participation at the 96th International Convention.
FMCA's 96th International Convention

March 15, 2017. If FMCA receives more contracts than it has space, those not drawn in the space drawing procedures will be refunded space contracts in full. Space is limited and may be allocated to accommodate all participants sending in contracts by March 15, 2017.

GUIDELINES FOR REQUESTING SHOW SPACE:
Space should be requested by booth number and/or coach space number shown on the enclosed maps. Please list six (6) choices in order of preference. There is no guarantee exhibitor’s booth choices will be assigned during lottery procedures.

REFUNDS/CANCELLATIONS:
Any exhibitor, who cancels, withdraws from the show or reduces the size of his space for any reason forfeits any monies paid as liquidated damages, and the exhibitor agrees to be legally obligated to remit any unpaid balance for such assigned space. FMCA reserves the right to rent to another exhibitor or to eliminate or to maintain vacant the canceled space without obligation to the exhibitor. FMCA reserves the right to sell space to another exhibitor if space is left empty or is not used in the manner originally intended by FMCA. No space may be used solely for storage purposes. All spaces must be decorated appropriately according to FMCA standards.

PRODUCT-SPECIFIC PRESENTATION PROGRAM
FMCA’s Product Specific Presentation Program is for those exhibitors who want to increase exposure and sales through product explanations, demonstrations, and incentives. Limited 75-minute seminar time slots are available to offer exhibiting companies an additional opportunity to reach customers. Subjects an exhibitor may wish to present include introduction of new products or programs, product features, troubleshooting techniques, explanation of warranties or incentive programs, etc. Time slots will be confirmed in the order of payment receipt. The cost to participate in this program is $200. Time slots will be confirmed on a first-come, first-serviced basis. Please contact Doug Uhlenbrock in the events department at 800-543-3622, for an enrollment form.

OUTDOOR SUPPLIER DEMONSTRATION AREA SPACE:
This area is for those exhibitors experiencing difficulty demonstrating products due to safety concerns regarding movement of product, noise, height, product type, or size restrictions set forth in the show rules (see back of contract, Section VII, for size restrictions). Products appropriate for this area include generators, display trailers with several components (the trailer being too large for a booth), production-line tow trailers that exceed size limitations for a booth as outlined in the exhibit contract, etc. Products that do not qualify for this area are accessory display trailers or other.

All Exhibitors Must Be FMCA Commercial Members!

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A commercial membership application form is enclosed. See page 7.
exhibits containing products that are small enough for a booth display and that will not create a noise problem inside the exhibit area. This area will be located outdoors near the coach and indoor display areas. Motorhomes are permitted in this area, but are not allowed to be used as a live-in coach. No space may be used solely for storage purposes. All spaces must be decorated appropriately according to FMCA standards.

A plot plan must be submitted designating the size of the space requested with the area required by the product drawn to scale within the requested space. Photos are requested and will facilitate the approval process for this area. Space will be available for purchase at $5.00 per square foot. Minimum and Maximum size requirements will prevail in the supplier demonstration area (10’ minimum width, 10’ minimum depth; or 20’ maximum depth). You will be notified if your product “does not qualify” for this area. Electricity and phone lines are available in this area at an additional charge and will be available through the official show decorator, Hale Expo Services. Information will be available in the exhibitor confirmation materials regarding Hale Expo Services.

MOVE-IN, MOVE-OUT:
Booth exhibitors and Supplier Demonstration Area displays who begin to tear down or bring out packing boxes before 5:00 p.m. on Saturday, July 15, 2017, will be subject to a fine of not less than $300 per booth and may be prohibited from participating in future shows.

Show coaches will remain intact until 5:00 p.m. on Saturday, July 15, 2017. Early movement of coaches prior to the close of the show will result in a fine of $1,000 per coach moved. During show hours, display coaches may not be moved. Any movement of show units beginning Wednesday, July 12, at 12:00 p.m. though Saturday, July 15, at 5:00 p.m. must have permission through FMCA’s Director of Events to move show units from the display area. Coaches that have permission to move by the Director of Events may not be replaced with other units and movement will need to be assisted by FMCA show security. Show units are not to be used as a Demo or Test Drive unit. FMCA appreciates your cooperation in this matter.

All exhibitors must remove all displays prior to 12:00 p.m. on Sunday, July 16, 2017. FMCA and The Indiana State Fairgrounds, appreciate your cooperation in this matter.

RESTRICTIONS:
The Director of Events reserves the right to restrict exhibits which, because of noise or for any reason, become objectionable, and also to prohibit or evict any exhibit that in their judgment may detract from the general character of the show. In the event of such restrictions or evictions, show management shall not be liable for refunds of any kind. The Director of Events or Physical Properties Manager may also request changes in the method of display if it is objectionable to an adjoining exhibitor or Show Management.

A height restriction for indoor spaces will be in force. The height of rear booth partition and display materials must not exceed eight feet in height. Side partition on booth may be eight feet high, half of the depth of the booth from the back of booth, but remainder of the partition must be no higher than three feet. Counter height tables will be permitted. All surfaces exposed to aisle or other booths must be of a finished nature, either by draping or decorative panel.

INSURANCE:
Each exhibitor MUST carry their own all-risk insurance on their property and must be covered by a comprehensive general liability insurance policy providing limits of at least $1,000,000 combined bodily injury and property damage per each occurrence. Neither the exhibit facility or FMCA, nor any of its service contractors or its Physical Properties Manager will be responsible for loss or damage to any Exhibitor property while in transit to or from the building or while in the building. Exhibitors must carry their own insurance through their own sources and at their own expense and must provide proof thereof. Failure by FMCA to...
FMCA’s 96th International Convention

Sales Tax – All exhibitors must also comply with all instructions regarding sales tax in the State of Indiana. Sales tax is 7%.

Business will be required to file a Business Tax Application for registration to sell within Indiana. Please visit www.inbiz.in.gov to register your business. The INBiz application allows businesses to conveniently and efficiently do business with multiple state agencies. The Indiana Department of Revenue portion of INBiz allows businesses to register with the department and add a tax type or new location of an existing business. Please keep a copy for your records as you will need this information to file your tax returns at the completion of the event. Please register 30 days in advance of the show. Should you have questions or have problems, please contact them directly as FMCA cannot answer questions in regard to Indiana tax rules and regulations:

Indiana Department of Revenue
302 W. Washington Street, Room E018
Indianapolis, IN 46204
(317) 224-9768

SPONSORSHIP INFORMATION:

Family Motor Coach Association is committed to helping you target your advertising and marketing dollars to thousands of motorhome owners in the most economical way. As an event sponsor, your company is provided with a wide range of the most inclusive advertising, sales promotion, and hospitality benefits available. Multiple sponsorship levels are designed to fit all budgets! Each package provides the exposure you want! Imagine having your company names as the sponsor of: Trams, Morning Coffee & Doughnuts, Event Program Guide, Evening Entertainment, just to mention a few. Interested sponsors are encouraged to call FMCA to inquire about sponsorship opportunities. Please call Ranita Jones, Tina Henry, or John Renda at 800-543-3622 for information. Please also refer to the sponsorship benefits beginning on page 26 of this brochure:

WELCOME BAG PARTICIPATION:

Consider having families who have registered for the event receive your information on special promotions, giveaways, booth location, new products, new coaches, your latest floor plan, and other details that will attract these customers to your display. FMCA will place your sales flier into the Welcome Bags. Dimension of the flier must be 3.635 inches x 8.5 inches. You may create the flier of leave it up to us! Call for details. Paper stock should be no heavier than 65 lb cover stock. You may print your flier on both sides. All materials must be approved in advance. If you are printing your flier, we would need to receive 3,000 printed pieces by June 15, 2017. Please refer to the sign-up sheet on page 24 of this brochure.

EVENT GUIDE/PROGRAM ADVERTISING:

Put your message in front of the registered event attendees with an ad in the digital and printed event program. Each attendee receives the program which lists all event functions. Currently running in Family Motor Coaching magazine? We can place your ad within the pages of the event program or send us an ad of your choice. Please refer to page 11 for complete information. The deadline for this event guide is April 14, 2017. The program will also be available prior to the event in digital format on FMCA.com with active hyperlinks directing readers to your Website. Full sponsorship of the digital edition of the event program is available for your skyscraper ad, your company video, your company logo – call for details.

FAMILY MOTOR COACHING MAGAZINE (PRINT & DIGITAL)
BONUS CIRCULATION INFORMATION:

Family Motor Coaching’s June issue will be bonus circulated at this event. Be sure to stay visible by placing your ad in this show issue. The print edition is also available in digital format. Many options to highlight your company’s participation at this event are possible – skyscraper ads, video’s, your company logo – be sure to contact your sales team at 800-543-3622 – Ranita Jones, Tina Henry, or John Renda and take advantage over your competition! Full sponsorship of the digital edition is available! The deadline for space reservation is April 14, 2017.

CONVENTION VIDEO INFORMATION:

FMCA will have a professional video team at this event filming events as well as exhibitor products. “The RV Doctor,” Gary Bunzer will be the interviewer for these limited convention videos which will be on FMCA.com and can be on your website as well. These videos are a 3-5 minute interview and the cost is $750. Get on the schedule early by calling John Renda, at 800-543-3622, ext. 262 or via email at jrenda@fmca.com.

CONVENTION ATTENDEE E-MAIL CAMPAIGN:

A limited number of e-mail campaign slots are available for exhibiting companies to reach event attendees. Announce a new product, need for folks to sign up early for a service you are performing, or you just want to extend a company greeting – FMCA can assist you with a targeted e-mail campaign to registered attendees. Call your sales team at 800-543-3622 and ask for Ranita Jones, Tina Henry, or John Renda, and we’d be happy to chat with you about a targeted e-mail campaign. The cost for this service is $500.

ADDITIONAL FORMS/INFORMATION:

More forms and information pertaining to hotels, living on-site in a motorhome, pre-staging motorhomes for display coaches, Bonus Bucks, and Dealer & Distributor attendance forms are contained within this brochure. Please take advantage of the savings that FMCA has procured to make your event experience as easy as possible.
Exhibit Space Fees/Options
Included with Supplier and Component Booth Exhibition fees:
- Company name, address, telephone number, exhibit site location, and a 40-word product description printed in the Event Program
- Event Program guide for your company representatives
- Name badges for your company representatives
- Complimentary participation in evening entertainment
- Company identification sign for your booth (name will appear exactly as your commercial membership)
- 8-foot high back drape and 3-foot high side rails in show colors
- Aisle carpeting in show colors
- Exhibit floor security when exhibits are closed
- One (1) 5-amp/110V electrical outlet

10 X 10 DISPLAY SPACES FOR THE SUPPLIER AREA OR COMPONENT AREA:
Refer to the floor plans found on pages 14 and 15.
10 X 10 Corner $850.00 each 10 X 10 Non-Corner $680.00  Adjoining 10 X 10 $575.00

Component Area Description: The component area is restricted to products made exclusively for motorhomes, i.e. refrigerators, awnings, generators, etc., and are sold as original equipment to motorhome manufacturers. Commercial member dues fees must also conform to the commercial dues fees for products to be considered a component. No microphones or demonstrators will be permitted in the component area. (See map on pages 14 and 15 for the component area booth locations.)

Supplier Area Description: Home products such as cookware, cleaning products, campgrounds, services, accessories, etc., or products other than components.

Included with coach spaces and outdoor supplier demonstration area displays:
- Company name, address, telephone number, exhibit site location, and a 40-word product description printed in the Event Program
- Event Program guide for your company representatives
- Name badges for your company representatives
- Complimentary participation in evening entertainment
- Show directional signage with your company name indicating which aisle your space is located
- Exhibit security when exhibits are closed

MOTORHOME DISPLAY SPACES: Refer to the floor plan found on pages 16 & 17.
Outdoor Coach Display space is $.85 per square foot and/or Indoor Premium Coach Space is $1.20 per square foot.

Motorhome Exhibit Description: Indicate if motorhomes are:
New: Never-titled production-line motorhomes; new, never-titled conversions; or like-new conversions that are “not for sale.” Coaches in this category may be displayed in the “new” or “used” coach display area.
Used: Motorhomes or conversions that have been titled previously or any combination of display motorhomes that does not meet the criteria outlined below for the “combined new and used” display area. Motorhomes in the “used” category may be displayed in the “used” coach area only.
Combined New & Used: Your display area must consist of at least two or more adjoining 40’x40’ motorhome spaces; you must have at least two or more new, never-titled production-line motorhomes or conversions in your display; and at least half of the total number of motorhomes or conversions displayed must be new, never-titled production-line motorhomes or new, never-titled conversions. Coaches in this category may be displayed in the “new” and “used” coach display areas.

Outdoor Supplier Demonstration Area Description: $5.00 per square foot
10’ minimum width; 10’ minimum depth; 20’ maximum depth. This area will be located along the outside perimeter of the Champions Pavilion near the coach exhibits. Power is available at an additional cost through Hale Expo Services. This area can include Toy Haulers. A plot plan must be submitted designating the size of the space requested with the area required by the product drawn to scale within the requested space. Photos are requested and will facilitate the approval process for this area.
We are applying for Supplier space:
10 X 10 Corner $850.00 each ________ number of corner spaces requested.
10 X 10 Non-Corner $680.00 ________ number of non-corner spaces requested
Adjoining 10 X 10 $575.00 ________ number of adjoining spaces requested

Our choices of spaces are:
1. ________________________________ 4. ________________________________
2.________________________________ 5. ________________________________
3. ________________________________ 6. ________________________________

We are applying for Component space:
10 X 10 Corner $850.00 each ________ number of corner spaces requested.
10 X 10 Non-Corner $680.00 ________ number of non-corner spaces requested
Adjoining 10 X 10 $575.00 ________ number of adjoining spaces requested

Our choices of spaces are:
1. ________________________________ 4. ________________________________
2.________________________________ 5. ________________________________
3. ________________________________ 6. ________________________________

We are applying for Outdoor Coach Space at .85 per square foot and/or Indoor Premium Coach Space at $1.20 per square foot and have attached a copy of the space map with our six (6) choices listed.

Our display units are:    __________New     __________Used      __________ Combined new and used

Our choices of spaces are:
1. ________________________________ 4. ________________________________
2.________________________________ 5. ________________________________
3. ________________________________ 6. ________________________________

Total square feet requested: @ .85 per square foot    $ __________
Total square feet requested: ________ @ 1.20 per square foot    $ __________

We are applying for Outdoor Supplier Demonstration space:

Square Footage Required: ________ x $5.00 = $ __________

Total Exhibit fees: $ __________
New Commercial Membership Fee: $ __________
Renewal Commercial Membership $ __________
Check Enclosed in the Amount of $ __________ or __________ Amount to Charge

50% deposit required by Wednesday, March 15, 2017; after March 22, 2017, payment in full. Final remittance will be due on or before Friday, May 5, 2017.

FMCA does not bill for remaining space fees. Fees not paid by May 5, 2017, will be considered cancelled and forfeited by the exhibitor.

Check: Mail to Family Motor Coach, 8291 Clough Pike, Cincinnati, OH 45244 or charge by credit card:
_______ Visa     _______MasterCard      _______Discover      _______ American Express
Card Number: _________________________________________________Expiry Date: _______________________________________________________
Cardholder Name ________________________________________________________________________________________________________________________
Cardholder Email: _________________________________________________________________________________________________________________________
CC Billing Address: ____________________________________________CC billing Zip: _________________________________________________________
Print Name: ______________________________________________________Signature: _________________________________________________________

FMCA USE ONLY
Amount Rec’d             Date confirmed          Exhibit Space Assignment
I. SCOPE OF CONTRACT
This contract is made subject to the following rules and regulations, which are a part hereof.

II. REVOCATION OF CONTRACT
It is understood and agreed that FMCA may revoke this contract at any time it determines, in its sole discretion, that the Exhibitor of the products and services the Exhibitor intends to exhibit are not suitable to the general character of the Show, or are inconsistent with FMCA's values and purposes. In such case, Exhibitor shall refund to the Exhibitor all the exhibit space fees paid by the Exhibitor, which shall be in full liquidation of all loss or damage suffered by the Exhibitor.

III. EXHIBIT SPACE ASSIGNMENT
The space as stipulated in this contract is to be used during the convention solely for the exhibitor named in this contract. FMCA reserves the right to alter exhibitor requests for specific exhibit space.

IV. REASSIGNMENT OF EXHIBIT SPACE
Exhibitor shall assign, sublet or abrogate the whole or any part of the space allotted herein without the written consent of the Events Manager.

V. USE OF EXHIBIT SPACE
A. Exhibit space is to be used solely for display of product, service, or merchandise.
B. No Exhibitor, other firm, corporation or individual shall advertise or distribute literature containing the product of any other firm, corporation or individual except as specified in its contract for space.

VI. COMMERCIAL MEMBER STATUS
No no commercial status, any product may be displayed in the commercial area unless it is the product of a commercial member of the Family Motor Coach Association. All vehicles on display must meet the criteria required for FMCA membership.

VII. RESTRICTIONS
A. The Events Manager reserves the right to restrict exhibits which, because of noise or for any reason, become objectionable, and also to prohibit or evict any exhibit that in his judgment may detract from the general character of the show. In the event of such restrictions or evictions, show management shall not be liable for refunds of any kind.
B. Height of any exhibit display materials must not exceed eight feet in height. Side partitions on booth may be eight feet high, half of the depth of the booth from the back of booth, but no higher than six feet high. Countertop tables will be permitted. All surfaces of booth must be finished nature, either by drapery or decorative panel. When a canopy is used, it must be supported at the corners by something no larger than the size of the exhibit tubular frame, and the canopy must be erected so as to allow an unobstructed view of neighboring booths. Additional show rules in exhibit confirmation materials, all sales apply.
C. The Events Manager or Physical Properties Manager may request changes in the method of display if it is objectionable to an adjoining exhibitor or Show Management under the above rules.
D. A height restriction for all coat displays will be in force. No decorations or flags, bunting, or helium balloons in excess of 20’ will be permitted without prior permission of FMCA.
E. International Association for Exhibits and Exhibits display rules and regulations will also apply. Violators will be subject to fines and may or may not lose rights to participate in space drawing procedures for the following events and FMCA shows.
F. Production-line tow trailers are not permitted in the showroom area. Tow trailers that are for sale and have been custom built by a motorhome manufacturer specifically to accompany a specific coach, or a showroom, usually to be displayed with it, are permitted in the showroom area. The tow trailer must be displayed carrying the vehicle it is intended to tow. Office trailers may not be placed on exhibit space.
G. No pets will be allowed in the seminar buildings, exhibit buildings, eating areas, or within the coach display area. Only service dogs may enter these areas.

VIII. LIMITATION AND LIABILITY
A. The Exhibitor covenants to indemnify and to save harmless FMCA, the Show sponsors, its Events Manager, Physical Properties Manager, and service contractors from and against any and all claims, damages, costs, suits, or judgments, including reimbursement of indemnification fees, costs, and expenses incurred in connection therewith (for death or injuries to persons or loss or damage to property arising out of or in connection with the use and occupancy of the exposition area as described herein and display space or spaces by the Exhibitor, his agents, servants, employees, contractors, licensees or invitees and not caused by the negligence of its officers, agents, employees and servants. In the event of any claim made or suits filed, FMCA shall give Exhibitor prompt written notice, by certified mail, to the address stated on the reverse of this contract. If the claim is denied, and Exhibitor shall have the right to defend or settle the same to the extent of his interest hereunder.
B. FMCA shall not be responsible for any failure to perform any of its obligations hereunder in the event the premises in which the Show is to be held becomes, so the sole judgment of FMCA, unfit for use as a convention. No refunds for cancellations will be made after May 15, 2017. Fees not paid by May 5, 2017, will be subject to ineligibility to participate. All monies refundable upon written notice to the Events Manager within 15 days after date of space assignment confirmation. No refunds for cancellations will be made after May 15, 2017.

X. EXHIBITOR CONFIRMATION MANUAL(S)
Exhibitor Confirmation materials will be furnished to all exhibitors from FMCA and Hale Exposition Services, the official show decorator, and thereby made a part of this contract. All services and material supplied by the Firm, its agents and employees shall be requested in writing on the forms provided in the Exhibitor Confirmation materials.

XI. PAYMENT FOR EXHIBIT SPACE
A 50% deposit is required by Wednesday, March 15, 2017, in order for exhibitors to participate in the show's space assignment procedures. A final payment of exhibit space fees will be due on May 5, 2017. All monies refundable upon written notice to the Events Manager within 15 days after date of space assignment confirmation. No refunds for cancellations will be made after May 15, 2017.

XII. INSURANCE
Each exhibitor must carry his own all risk insurance on his property and must be covered by a comprehensive general liability insurance policy providing limits at or exceeding one million dollars for property damage, personal injury, and medical expenses. Neither the exhibit facility or FMCA, nor any of its service contractors or its Physical Properties Manager will be responsible for loss or damage to any Exhibitor property while in transit to or from the building or while in the building. Exhibitors must carry their own insurance through their own sources and at their own expense and must provide proof thereof. Failure by FMCA to request or review insurance certificates showing proof thereof shall not be deemed to constitute a waiver of FMCA rights or exhibitor’s obligations hereunder.

XIII. GUARD SERVICE
Guard Service is provided by FMCA during set-up and dismantling of Exhibits and during the hours when Exhibits are closed. Every reasonable precaution is taken to protect property. Exhibitors may provide security guards for their specific display by prior permission of FMCA.

XIV. EXHIBIT SPACE CANCELLATIONS, WITHDRAWALS, AND REDUCTIONS
Any exhibitor who cancels, withdraws from the Show or reduces the size of his space for any reason forfeits any monies paid as liquidated damages, and the Exhibitor agrees to be legally obliged to fund any unrealized balance for such assigned space. FMCA reserves the right to rent to another Exhibitor or to eliminate or to maintain vacant the canceled space without obligation to the Exhibitor. FMCA reserves the right to sell space to another exhibitor if space is left empty or is not used in the manner originally intended by FMCA. No space may be used solely for storage or for dumping. All spaces must be decorated appropriately according to FMCA standards.

XV. FAILURE TO OCCUPY SPACE
Any exhibit space not occupied by 10:00 a.m., Wednesday, July 12, 2017, will be considered can- celled and forfeited by the Exhibitor and subject to the provisions of Paragraph XIII. Use of space as storage does not constitute "occupation."

XVI. MOVE-IN and MOVE-OUT
A. Coach exhibitors may deliver display units to a staging area on Saturday, July 8, from 9:00 a.m. to 5:00 p.m. Coach display set-up begins on Sunday, July 9, 2017. Coach display set-up hours are Sunday, 8:00 a.m. to 5:00 p.m., Monday and Tuesday, July 10 and 11, 8:00 a.m. to 6:00 p.m., and Wednesday, July 12, 2017, 8:00 a.m. until 10:00 a.m.
B. No Exhibitor may enter the exhibit area prior to 6:00 p.m. on set-up days.
C. All Coach Exhibits must be in place no later than 10:00 a.m. Wednesday, July 12, 2017, in preparation for the opening of displays from 1:00 p.m. to 5:00 p.m.
D. Late Coach Exhibitors will not be permitted to set up Exhibits during Show Hours, 1:00 p.m. to 5:00 p.m., Wednesday, July 12, or 9:00 a.m. to 5:00 p.m. July 13, 14, and 15, 2017. Move-in of late exhibits is at the total discretion of show management. There is no guarantee that exhibitors arriving late will be permitted set-up.
E. Coach Exhibitors who wish to replenish supplies at their displays during show days may do so by golf cart between the hours of 8:00 a.m. and 9:00 a.m. All exhibitors must have credentials in order to replenish displays.
F. Supplier/Component exhibitors who wish to replenish supplies at their displays during show days may do so between the hours of 8:00 a.m. and 9:00 a.m. All exhibitors must have credentials in order to replenish displays.
G. All Exhibitors must dismantle and remove their Exhibits no later than 12:00 p.m., Saturday, March 11, 2017. NO EXCEPTIONS.
H. Exhibit areas will be closed to exhibitors at 6:00 p.m., during set-up days. All exhibit areas will be closed at 5:00 p.m. during show days.
I. All Exhibitor display coach keys MUST be left in the possession of show management while coaches are in the staging area during set-up days. An authorized exhibit representive may claim keys when display coaches are to be placed on assigned spots.
J. No products may be shown in the parking lots. Vehicles left overnight must be registered at the exhibitor registration office and have proper credentials. No dealer signs, addresses, or advertising materials that are permissible in parking lots.
K. All Exhibitors are entitled to one free live-in dry camping coach parking space for each exhibit space purchased which must be requested in advance. Each additional live-in dry camping space may be purchased at $195 per space. Refer to the sign up form found within this brochure.

XVII. SHOW HOURS
The days and hours during which all exhibits will be open to FMCA members and the general public are as follows:

<table>
<thead>
<tr>
<th>Exhibit Hours:</th>
<th>Wednesday, July 12, 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>10:00 a.m. to 5:00 p.m.</td>
</tr>
<tr>
<td>Thursday, July 13</td>
<td>9:00 a.m. to 5:00 p.m.</td>
</tr>
<tr>
<td>Friday, July 14</td>
<td>9:00 a.m. to 5:00 p.m.</td>
</tr>
<tr>
<td>Saturday, July 15</td>
<td>9:00 a.m. to 5:00 p.m.</td>
</tr>
</tbody>
</table>

FMCA's 96th International Convention
We, the advertiser, agree to furnish advertising copy prior to April 14, 2017. All ads must be paid in advance. Publication of ads received after April 14, 2017, cannot be guaranteed. We agree to furnish digital files. See electronic requirements on reverse side. For production or deadline assistance, call 800-543-3622 (John Renda, ext. 262; Ranita Jones, ext. 214; Tina Henry, ext. 254; or Krista Rose, ext. 227) Monday - Friday between 8:00 a.m. & 5:00 p.m. (Eastern Time).

Terms: ALL ADS MUST BE PAID IN ADVANCE OF PUBLICATION. No agency commission. Cancellation of program ad must be made in writing and is not acceptable after April 14, 2017.

Mechanical Requirements: PROGRAM & ADS ARE THE SAME SIZE AS FMC MAGAZINE. Keep all pertinent information 3/8” away from the edge on all sides to allow for variation in trim. All copy should be 3/8” (.375) away from the gutter. Add 1/8” to all full page and spread ads that bleed.

Trim Size: 7.875” x 10.5”  Live Area: 7” x 9.3125”

Please check appropriate box for color and ad size.

<table>
<thead>
<tr>
<th>Ad Size</th>
<th>Ad Dimensions</th>
<th>Ad Rate B&amp;W</th>
<th>Ad Rate 4C</th>
<th>Ad Copy Pick Up</th>
</tr>
</thead>
<tbody>
<tr>
<td>Spread (2 pages)</td>
<td>15.75” wide x 10.50” high</td>
<td>$1120.00</td>
<td>$2120.00</td>
<td></td>
</tr>
<tr>
<td>Full page</td>
<td>7.875” wide x 10.50” high</td>
<td>$560.00</td>
<td>$1060.00</td>
<td></td>
</tr>
<tr>
<td>1/2 page vertical</td>
<td>4.5625” wide x 7.3875” high</td>
<td>$470.00</td>
<td>$970.00</td>
<td></td>
</tr>
<tr>
<td>1/2 page horizontal</td>
<td>7” wide x 4.5625” high</td>
<td>$470.00</td>
<td>$970.00</td>
<td></td>
</tr>
<tr>
<td>1/3 page vertical</td>
<td>2.1875” wide x 9.3125” high</td>
<td>$380.00</td>
<td>$880.00</td>
<td></td>
</tr>
<tr>
<td>1/3 page square</td>
<td>4.5625” wide x 4.5625” high</td>
<td>$380.00</td>
<td>$880.00</td>
<td></td>
</tr>
<tr>
<td>1/4 page horizontal</td>
<td>7” wide x 2.375” high</td>
<td>$290.00</td>
<td>$790.00</td>
<td></td>
</tr>
<tr>
<td>1/4 page square</td>
<td>4.5625” wide x 3.75” high</td>
<td>$290.00</td>
<td>$790.00</td>
<td></td>
</tr>
<tr>
<td>1/6 page vertical</td>
<td>2.1875” wide x 4.5625” high</td>
<td>$200.00</td>
<td>$700.00</td>
<td></td>
</tr>
<tr>
<td>1/6 page horizontal</td>
<td>4.5625” wide x 2.375” high</td>
<td>$200.00</td>
<td>$700.00</td>
<td></td>
</tr>
</tbody>
</table>

Special position: 10% above ad rate ______________* Call for availability.

ADVERTISER

Company: 
Contact: 
Address: 
Phone: 
Fax: 
E-mail: 

PAYMENT: (ALL ADS MUST BE PAID IN ADVANCE)
Check enclosed in the amount of $_______ made payable to Family Motor Coaching, Inc. or charge my:

Visa ☐ MasterCard ☐ Discover ☐ AmericanExpress ☐

Credit Card: 
Expiration Date: 
Signature: 

Limited Availability

FMCA’S 96TH INTERNATIONAL CONVENTION
FMCA is hereby authorized to insert ________ page(s) of advertising to run in __________ format in the 2017 FMCA event program guide. Ads printed in FMC Magazine can also be used. If you would like FMCA to use a current FMC magazine ad, please indicate which month you would like repeated in the program.
PLEASE ADHERE TO THE FOLLOWING GUIDELINES

FOR SUPPLYING DIGITAL ADS TO FAMILY MOTOR COACH ASSOCIATION. IF THERE ARE ANY QUESTIONS, PLEASE CALL (800) 543-3622 EXT. 227.

ACCEPTABLE MATERIAL - The program is printed on web offset presses using a computer-to-plate production method and a 120 line screen. Furnished material should be manufactured in accordance with SWOP (standard web offset press) guidelines.

PLATFORMS - Family Motor Coach Association processes ads using Macintosh computers. FMCA accepts ads created on a PC platform only in specific applications that allow cross-platform translation (acceptable software programs are listed below). Please specify platform when submitting ad. Conversion of files not meeting our software requirements is subject to additional charges for production.

SOFTWARE PROGRAMS ACCEPTED
Adobe Acrobat Pro; InDesign CS5.5 and CC 2017;
Adobe Illustrator CS5.5 and CC 2017;
Adobe Photoshop CS5.5 and CC 2017

WE CANNOT ACCEPT ADS CREATED IN THE FOLLOWING SOFTWARE: MICROSOFT PUBLISHER, MICROSOFT POWERPOINT, MICROSOFT WORD.

ACCEPTABLE FILE FORMATS - PDF must be PDF/X-1A compliant; INDD (InDesign); TIFF; EPS

(PLEASE SUBMIT ALL FONTS, ARTWORK, AND IMAGES USED WHEN NOT SUBMITTING A PDF).

SPECIAL REQUIREMENTS FOR PDF FILES FMCA cannot convert PDF files to black & white. If your ad runs in both color and black & white, you must send two PDF files, one in color and one in black & white. FMCA cannot make alterations to PDF files. If an advertiser wishes to make changes to the ad, a new PDF file with the corrections made must be supplied. Please do not supply ads with marks overlapping bleeds.

STORAGE DEVICES ACCEPTED: CD, DVD, Flash Drive

FILE NAMES - Label files with your company name, FMCA 96th, and file format: Company Name_FMCA96th.pdf

COLOR - COLOR IMAGES MUST BE CONVERTED TO PROCESS CMYK. Unless otherwise specified on the insertion order, all RGB, Pantone, and Spot colors will be converted to process CMYK format, and FMCA is not responsible for color variance. All art should be grayscale or process CMYK.

RESOLUTION/ART/PHOTOS - All ads should be built at 100% of the reproduction size and sent ready to open; do not compress. All scanned images should be no less than 300 DPI, and line art should be no less than 600 DPI. Scans that do not meet the resolution specifications will not reproduce well. Advertiser assumes responsibility. Art/photos downloaded from the Web must mee the above requirements for optimum output. Photos downloaded from Web pages that have been saved at low resolution (72 to 100 DPI) may not print clearly.

FONTS - All digital ads require both screen and printer fonts.

PLEASE INCLUDE ALL FONTS WITH YOUR JOB. All fonts used in the master document and all imported files must be supplied. Unfurnished fonts will be substituted, which may cause formatting changes. The publisher will not be responsible for ads in which font substitutions must be made. Postscript type 1 fonts provide the best results.

PC USERS - PC fonts cannot be converted to MAC platform; therefore, font substitutions will be made for fonts that have not been converted to paths/outlines/curves. The publisher cannot be responsible for ads in which font substitutions must be made.

HARD COPY/PROOFS - Before you submit your digital ad, please check all graphic elements and fonts and complete a successful output to your Postscript laser printer. A press proof (SWOP-certified) made from final file is required for color ads. The proof should contain a full color bar (such as GATF or Brunner Strips) with dot gains, solids, overprints, and tints. If no SWOP-certified press proof is supplied, submitted proof will be referenced for content only and color quality cannot be guaranteed. If no proof whatsoever is supplied, FMCA cannot be responsible for the content of the ad. A SWOP-certified proof can be created by FMCA upon an advertiser’s request and invoiced at an additional charge. Despite all efforts to ensure quality, the magazine is subject to occasional color variation that occurs within standard manufacturing tolerances. For black and white ads, a laser printout of the ad is suitable.

MAILED MATERIAL MUST BE CLEARLY LABELED WITH THE FOLLOWING INFORMATION: Customer name, Indianapolis, Indiana, ad size, platform used, all software applications used, file name of the ad, name and phone number of person who created the file. Supply Flight Check Collect or similar reports. Disk will not be returned unless a request is made in writing at the time material is sent. Disks are stored for three months and then destroyed.

SEND AD MATERIALS TO: FAMILY MOTOR COACH KRISTA ROSE 8291 CLOUGH PIKE CINCINNATI, OHIO 45244-2796 krose@fmca.com

ANY NECESSARY ADJUSTMENTS/CHANGES TO YOUR DIGITAL FILE WILL RESULT IN ADDITIONAL PRODUCTION CHARGES.

GRAPHIC DESIGN SERVICES ARE AVAILABLE AT REASONABLE RATES; CALL FOR DETAILS (800) 543-3622 EXT. 227

COPYRIGHT DISCLAIMER: THE ADVERTISER IS SOLELY RESPONSIBLE FOR THE CONTENT OF THE AD AND FOR OBTAINING PERMISSION TO USE PHOTOGRAPHS, FONTS, OR ANY COPYRIGHTED MATERIAL.
FMCA has provided a limited number of parking spaces for exhibiting motorhome manufacturers and dealers for parking of test-drive units. Each demonstrator coach parking space is $100.00 per coach. Demonstrator space must be requested in advance. Space will be assigned on a first-come, as available basis. This area will be located onsite near the coach display area. No dealer identification signs, manufacturer signs, or for-sale signs will be permitted on any demo coach. Coaches may not be used as living quarters. Please furnish the following information and return this form to FMCA immediately. Please include your check made payable to Family Motor Coach Association, Inc, for each demonstrator coach parking space requested, or submit your request via fax machine with Visa, MasterCard, Discover, or American Express information accompanying this form.

Please note: Demonstration credentials will not be mailed. All demo coaches must display credentials that must be obtained upon arrival at the commercial registration office. If requested in advance, demonstrator credentials will be ready for pickup at the exhibitor office at the event.

*Please Photocopy this form for your records or if you need more than 4 spaces (Please print clearly)

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Commercial #</th>
</tr>
</thead>
<tbody>
<tr>
<td>Display Space(s) Number:</td>
<td></td>
</tr>
</tbody>
</table>

Name of Person Making Request

Emergency contact location while at the convention: Hotel Cell Phone

**COACH 1:**
- Coach Make/Model
- Length of Coach
- Width of Coach

**COACH 2:**
- Coach Make/Model
- Length of Coach
- Width of Coach

**COACH 3:**
- Coach Make/Model
- Length of Coach
- Width of Coach

**COACH 4:**
- Coach Make/Model
- Length of Coach
- Width of Coach

- Check
- MasterCard
- Visa
- American Express
- Discover

Credit Card Number [ ] Expiration Date

Signature - If charged, must be signed here.

Amount to be charged

Our Check Number is enclosed in the amount of $

Return the form with payment to: FMCA, 8291 Clough Pike, Cincinnati, Ohio 45244 • Fax: 800-543-4717 (if paying by credit card)
CHAMPIONS PAVILION
INDOOR EXHIBITS

- Climate Controlled
- Concrete Flooring
- Adequate Lighting

To Marsh BlueLine
MARSH BLUE RIBBON PAVILION
INDOOR COACH EXHIBITS

- Indoor Coach Space $1.20 per square foot
OUTDOOR COACH EXHIBITS MAP

- 40 X 40 Coach Spaces

Indianapolis, Indiana 17
INTERNATIONAL CONVENTIONS & AREA RALLIES

MARCH 2017
FMCA’S 95TH INTERNATIONAL CONVENTION
March 7-10, 2017
Rawhide Western Town and Event Center
Chandler, Arizona
Contact FMCA Events Department, 513-474-3622, 800-543-3622, convention@fmca.com

MAY 2017
INTO AREA RALLY
International Area
May 1-5, 2017
Treasure Lake Resort, Branson, Missouri
Registration closed.
For more information contact David Kessler, 972-890-4334, dkessler@fmca.com

JUNE 2017
NORTHWEST AREA RALLY
June 22-25, 2017
Cowlitz County Conference Center and Fairgrounds, Longview, Washington
For more information see ad in March issue of FMC magazine.
Contact Kathie Balogh, 503-530-0166, kbalogh@fmca.com

JULY 2017
FMCA’S 96TH INTERNATIONAL CONVENTION
July 12-15, 2017
Indiana State Fairgrounds Indianapolis, Indiana
Contact FMCA Events Department, 513-474-3622, 800-543-3622, convention@fmca.com

AUGUST 2017
NORTHEAST AREA RALLY
August 3-6, 2017
New York State Fairgrounds, Syracuse, New York
Contact Tom Ziobrowski, 513-543-7421, tziobrowski@fmca.com

MIDWEST AREA RALLY
August 9-12, 2017
Amana Colonies RV Park & Event Center, Amana, Iowa
Contact Jim Vitte, 847-703-2062, jvitte@fmca.com

SEPTEMBER 2017
ROCKY MOUNTAIN AREA RALLY
September 20-24, 2017
McGee Park, Farmington, New Mexico
Contact Elwood (Jack) Mayberry, 520-250-9155, emayberry@fmca.com

OCTOBER 2017
EASTERN AREA RALLY
October 4-8, 2017
State Fairgrounds of West Virginia, Lewisburg, West Virginia
Contact Bill Mallory, 859-338-1366, bmallory@fmca.com

SOUTH CENTRAL AREA RALLY
October 25-28, 2017
Four States Fairgrounds, Texarkana, Arkansas
Contact Rod Sartwell, 918-289-8939, rsartwell@fmca.com

JANUARY 2018
WESTERN AREA RALLY
January 10-14, 2018
Riverside County Fair & National Date Festival, Indio, California
Contact Lon Cross, 661-886-5077, lcross@fmca.com
Everybody Wins With BONUS BUCKS

With “BONUS BUCKS” in hand, FMCA members will be rushing to visit hundreds of exhibit booths! This program will help to generate more traffic and exposure in your display, as well as create more sales opportunities for our valued commercial members. This has been known to create excitement for our family members, too.

FMCA will be distributing “Bonus Bucks” to its volunteers in appreciation of their service. The “Bonus Bucks” will be in the form of certificates ranging from $5 to $20 that certificate holders may use to purchase products at participating exhibitor displays. The certificate must be redeemed by the family member at the event. In order for the member to redeem, the certificate must be equal to or less than the total purchase price of the merchandise. No change should be given to the member.

As a participating exhibitor, all you have to do is redeem the certificate. At the end of each sales day, participating exhibitors should bring the “Bonus Bucks” certificates to the FMCA Office where they will be reimbursed for the value of the certificates. The FMCA office will remain open between 5:00 p.m. and 6:00 p.m. on Saturday, July 15, 2017, for you to redeem these certificates for cash. Certificates may be redeemed by mail if sent to the FMCA National Office at: 8291 Clough Pike, Cincinnati, OH 45244 and postmarked by August 14, 2017.

If you are interested in participating in this program, please fill out the attached form and return it via fax at 800-543-4717. FMCA will prepare a list of exhibitors accepting “Bonus Bucks,” along with the booth numbers where the certificate may be used toward product purchased. The intent of this program is to help drive sales. In this way, you, the commercial member, are directly rewarded!

☐ YES! Please include our company as accepting Bonus Bucks at our display!

Commercial Member#

Company Name

Contact Name

Booth Space Assignment

*Please Photocopy this form for your personal records.

Return the form to: FMCA, 8291 Clough Pike, Cincinnati, Ohio 45244 • Fax: 800-543-4717
For each exhibit space purchased, you are entitled to one (1) free dry camping live-in parking space if requested in advance. Each additional motorhome parking space will be $195.00 per unit. Electricity is an additional $175.00 per unit for 30-amp. Call for availability on 50 amp. Live-in spaces may be requested for the EXHIBITOR LIVE-IN DRY CAMPING, FAMILY PARKING DRY CAMPING, or EXHIBITOR LIVE-IN ELECTRIC (30-amp service) areas. Additional electric fees will apply. Motorhomes parked in any live-in area are strictly forbidden from carrying any dealer identification or for-sale signs. Live-in areas are not to be used as additional sales areas. Credentials will be ready for pick-up at the exhibitor office if requested in advance. Credentials are not mailed. Space is limited and is first-come, first-serve. Once the electric area is sold out, exhibitors will be placed in the dry camping live-in area and will be placed on a waiting list for electric space.

Live-in space will only be allocated to a specific name. Motorhomes wishing to park together must arrive together. Towed utility trailers will be required to park in the utility trailer parking area located on-site. Information and directions will be given to exhibitors utilizing this area. Please arrive with empty holding tanks and full water tanks. Water and dump station will be located on-site; however, they are not available at individual hook-ups. These services are available onsite at additional costs. Electric service is available upon arrival. Cancellations for electricity will receive a full refund if requested in writing by May 12, 2017. A 50% refund will be issued if cancellation is received in writing after May 12, 2017 and on or before June 9, 2017. No refunds for electricity will be issued after June 9, 2017. Please do not arrive prior to set-up dates and hours. 

### COACH 1:

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Commercial Member #</th>
</tr>
</thead>
<tbody>
<tr>
<td>Occupants’ Name(s)</td>
<td></td>
</tr>
<tr>
<td>Coach Make/Model</td>
<td></td>
</tr>
<tr>
<td>Length of Coach</td>
<td></td>
</tr>
<tr>
<td>Width of Coach</td>
<td></td>
</tr>
<tr>
<td>Tow Car Make/Model</td>
<td></td>
</tr>
<tr>
<td>Utility Trailer Length</td>
<td></td>
</tr>
<tr>
<td>Cell Phone #</td>
<td></td>
</tr>
</tbody>
</table>

### COACH 2:

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Commercial Member #</th>
</tr>
</thead>
<tbody>
<tr>
<td>Occupants’ Name(s)</td>
<td></td>
</tr>
<tr>
<td>Coach Make/Model</td>
<td></td>
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<tr>
<td>Utility Trailer Length</td>
<td></td>
</tr>
<tr>
<td>Cell Phone #</td>
<td></td>
</tr>
</tbody>
</table>

*Please Photocopy this form for your records or if you need more space.*
Each **motorhome manufacturer and product manufacturer** bringing dealers and/or distributors into their display space must send FMCA the name(s) of all dealer(s)/distributor(s) participating in their display at the event. Upon receipt of this list, FMCA will send each company an exhibitor confirmation so that they may order their own name badges, car passes, VIP passes, tax forms, etc.

**Deadline: IMMEDIATELY**

Forms received at FMCA after April 14, 2017, will not be included in the convention program exhibitor listing. If your participants are not commercial members of FMCA, an enrollment form may be found on page 7. The fee is $70.00 for the first year; $50 renewal. You may mail the information to FMCA at the address listed below.

---

<table>
<thead>
<tr>
<th>Commercial Membership Number</th>
<th>Manufacturer Company Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dealer Name</td>
<td>Commercial Member#</td>
</tr>
<tr>
<td>Contact name</td>
<td></td>
</tr>
<tr>
<td>Address</td>
<td></td>
</tr>
<tr>
<td>City</td>
<td>State</td>
</tr>
<tr>
<td>Telephone number</td>
<td>Fax Number</td>
</tr>
<tr>
<td>Dealer Name</td>
<td>Commercial Member#</td>
</tr>
<tr>
<td>Contact name</td>
<td></td>
</tr>
<tr>
<td>Address</td>
<td></td>
</tr>
<tr>
<td>City</td>
<td>State</td>
</tr>
<tr>
<td>Telephone number</td>
<td>Fax Number</td>
</tr>
</tbody>
</table>

**Deadline Date**
April 14, 2017

---

*Please Photocopy this form if you need more space and for your records.*

Return the form to: FMCA, 8291 Clough Pike, Cincinnati, Ohio 45244 • Fax: 800-543-4717
**HOTEL LIST**  
**Indianapolis, Indiana**  
Indiana State Fairgrounds  
Indianapolis, Indiana, July 12-15, 2017

- **Candlewood Suites Indianapolis, NE**  
  8111 Bash Street  
  Indianapolis, IN  
  Phone: 877-859-5095

- **Candlewood Suites Indianapolis, East**  
  7040 E. 21st Street  
  Indianapolis, IN 46219  
  Phone: 317-495-6600

- **Drury Inn & Suites Northeast**  
  8180 N. Shadeland Avenue  
  Indianapolis, IN 46250  
  Phone: 317-849-8900

- **Fairfield Inn & Suites Indianapolis, East**  
  7110 East 21st Street  
  Indianapolis, IN 46219  
  Phone: 317-322-0101

- **Hilton Garden Inn – Indianapolis – NE/Fishers**  
  9785 North by Northeast Boulevard  
  Fishers, IN 46037  
  Phone: 317-577-5900

- **Holiday Inn Express Indianapolis – Fishers**  
  9790 North by Northeast Boulevard  
  Fishers, IN 46037  
  Phone: 317-578-2000

- **Indianapolis Marriott East & Conference Center**  
  7202 East 21st Street  
  Indianapolis, IN 46219  
  Phone: 317-352-1231

- **Indianapolis Marriott, North**  
  3645 River Crossing Parkway  
  Indianapolis, IN 46240  
  Phone: 317-705-0000

- **LaQuinta Indianapolis, East**  
  7304 E. 21st Street  
  Indianapolis, IN 46219  
  Phone: 317-359-1021

- **LaQuinta Inn, South**  
  5120 Victory Dr,  
  Indianapolis, IN 46203  
  Phone: 915-888-3691

- **Sheraton Indianapolis Hotel at Keystone Crossing**  
  8787 Keystone Crossing  
  Indianapolis, IN 46240  
  Phone: 877-298-2066

- **Staybridge Suites Indianapolis – Carmel**  
  10675 N. Pennsylvania Street  
  Indianapolis, IN 46280  
  Phone: 317-582-1500

- **Staybridge Suites Indianapolis**  
  10675 N. Pennsylvania Street  
  Indianapolis, IN 46280  
  Phone: 317-582-1500

- **Hampton Inn Indianapolis, NW**  
  5860 W 73rd St,  
  Indianapolis, IN 46278-1742  
  Phone: 855-605-0317

- **Baymont Inn & Suites Indianapolis**  
  1540 Brookville Crossing Way,  
  Indianapolis, IN 46239-1088  
  1-800-337-0300

- **Extended Stay America Indianapolis – Castleton**  
  7940 North Shadeland Avenue,  
  Indianapolis, IN 46250  
  1-877-432-9997
Limited Availability

Deadline Date
June 1, 2017

(PLEASE PRINT CLEARLY)

Company Name

Commercial #

Address

City / State / Zip

Contact Person

Cell Phone                        Fax

Security and Insurance:

Family Motor Coach Association, and the Indiana State Fairgrounds, are not responsible for loss or damage to any exhibitor property while stored in the pre-staging area. Exhibitors must carry their own insurance through their own sources and at their own expense. Family Motor Coach Association provides roaming guard service at the pre-staging area. Every reasonable precaution is taken to protect property; however, exhibitors are advised that the area is not secured. The cost for space in the pre-staging area is $100.00 per unit and is limited. Credentials will be mailed to exhibitors utilizing this area, which must be displayed on all units prior to being parked in the pre-staging area. Units not bearing credentials will not be authorized to park in the pre-staging area. This area will be available beginning, Thursday, July 6, 2017.

1. Please reserve space in the pre-staging area for ______________ # of units.
2. Units will start arriving on ___________________________ to be pre-staged.

Payment Information:

☐ Check   ☐ MasterCard   ☐ Visa   ☐ American Express   ☐ Discover

Credit Card Number                        Expiration Date

Signature - If charged, must be signed here.

Amount to be charged

Our Check Number __________ is enclosed in the amount of $ __________________________

Return the form with payment to: FMCA, 8291 Clough Pike, Cincinnati, Ohio 45244 • Fax: 800-543-4717 (if paying by credit card)

FMCA has reserved parking space for exhibitors that have purchased exhibit space for the event. FMCA has arranged for space to be available for exhibitors for a limited number of units.

All vehicles placed in this area must be removed from this lot and moved to a staging area adjacent to the coach exhibit space no later than 10:00 a.m. on staging day, Saturday, July 8, 2017.

Thank you for your cooperation.
Get Your Company Name Out Early
Where attendees will see it in their Welcome Bag!

Consider having families who have registered for FMCA’s 96th International Convention receive information on special promotions, giveaways, booth location, new products, new coaches, your latest floor plan, and other details that will attract these customers to your display.

Here’s how it works . . .

- FMCA will place your flier in the Welcome Bags that are given to each registered family who attends the 96th International Convention.

- Dimensions of the flier must be 3.625" x 8.5". You may create the flier or leave it up to us! (Call for additional information about FMCA designing your flier.)

- Paper stock should be no heavier than 65 lb. cover.

- All materials must be approved in advance by FMCA. A copy of what you wish to place in the welcome bag must be received for review by June 1, 2017.

- If FMCA produces the flier for you, information must be received by June 1, 2017.

- If you produce the flier, FMCA must receive printed materials (3,000 pieces) by June 15, 2017.

INTERESTED? Please complete the information below and we will begin the work to assist you in bringing added exposure to your exhibit.

Fax to: Ranita Jones or Tina Henry at 800-543-4717 or e-mail: rjones@fmca.com; thenry@fmca.com.

☐ YES! Contact me for more information on placing a flier in the Welcome Bag.

<table>
<thead>
<tr>
<th>Name</th>
<th>Company</th>
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Please check one:

☐ Our company will provide the materials

☐ We want FMCA to create the flier

RATES *Special rates for Event Sponsors:

- Super Star (Free)
- 5-Star $300
- 4-Star $450
- 3-Star $600
- 2-Star $750
- 1-Star $900

Other Exhibitors: $1,250
Sales Pieces/Brochure $2,500

*Set-up of flier at additional cost
FMCA will have a professional video team at the Chandler event filming events as well as exhibitor products. “The RV Doctor,” Gary Bunzer, will be the interviewer for these limited convention videos that will be on FMCA.com and can be on your website as well.

These videos are a 3-5 minute interview and the cost is $750. Get on the schedule early by calling John Renda, at 800-543-3622, EXT. 262 or via email at jrenda@fmca.com

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**Family Motor Coaching Magazine**

**June 2017 Issue**

**John Renda, jrenda@fmca.com**  
Sales Director, ext. 262

**Ranita Jones, rjones@fmca.com**  
Sales Manager, ext. 214

**Bridget Lynn, magazineclassifieds@fmca.com**  
Classifieds Coordinator, ext. 213

**Krista Rose, krose@fmca.com**  
Production Coordinator, ext. 227

**Tina Henry, thenry@fmca.com**  
Commercial Sales Assistant, ext. 254

CALL NOW FOR POWERFUL SALES OPPORTUNITIES and more information about reaching this audience of dedicated motorhome enthusiasts.

Graphic design services are available at reasonable rates; call for details (800) 543-3622.

Family Motor Coaching • 8291 Clough Pike Cincinnati, OH 45244  • Phone: (800) 543-3622 or (513) 474-3622  • Fax: (800) 543-4717 or (513) 474-2332
SPONSORSHIP OPPORTUNITIES

As a Super Star Sponsor (greater than $6,000)

Benefits include the following:

- Complimentary full-page 4-color ad of your choice in the convention program valued at $1060.
- Complimentary one-half page 4-color ad in the convention issue of Family Motor Coaching magazine announcing your sponsored event (valued at $7220) and a full-page 4-color ad in the convention program announcing your sponsored event (valued at $1060).
- Complimentary participation in the Convention Information Exchange Center (valued at $100).
- A special rate of $300 for participation in the welcome bag insert given to registered attendees.
- Your company name mentioned as a sponsor in the daily convention newsletter.
- Complimentary 2-foot-by-8-foot Sponsorship Banner displayed on the convention grounds to identify your sponsorship.
- Four reserved parking spaces as close as possible to your exhibit area.
- Preferred reserved seating during an evening entertainment performance. (up to 30 people).
- A Celebrity Meet and Greet during one of the evenings of entertainment.
- Sponsorship listing in the Convention Program.
- A complimentary listing with your logo on the sponsorship page on FMCA.com valued at $150.00.

SPONSORSHIPS INCLUDE:
Morning Coffee & Doughnuts, Evening Entertainment or combinations of 5, 4, 3, 2, or 1 Star opportunities.

As a Five Star Sponsor ($5,000 to $5,999)

Benefits include the following:

- Complimentary full-page 4-color ad of your choice in the convention program valued at $1060.
- Complimentary one-half page 4-color ad in the convention issue of Family Motor Coaching magazine announcing your sponsored event (valued at $7220) and a full-page 4-color ad in the convention program announcing your sponsored event (valued at $1060).
- Complimentary participation in the Convention Information Exchange Center (valued at $100).
- A special rate of $450 for participation in the welcome bag insert given to registered attendees.
- Your company name mentioned as a sponsor in the daily convention newsletter.
- Complimentary 2-foot by-8-foot Sponsorship Banner displayed on the convention grounds to identify your sponsorship.
- Five reserved parking spaces as close as possible to your exhibit area.
- Preferred reserved seating during an evening entertainment performance. (up to 12 people).
- A Celebrity Meet and Greet during one of the evenings of entertainment.
- Sponsorship listing in the Convention Program.
- A complimentary listing with your logo on the sponsorship page on FMCA.com valued at $150.00.

SPONSORSHIPS INCLUDE:
Family Entrance Welcome Banners, Coach Display Welcome Banners, Exhibit Building(s) Sponsor Banners, Evening Entertainment Facility, or combinations of 3, 2, and 1 Star opportunities.

As a Four Star Sponsor ($4,000 to $4,999)

Benefits include the following:

- Complimentary one-half page black-and-white ad in the convention program announcing your sponsored event. (valued at $470).
- A special rate of $400 for participation in the welcome bag insert given to registered attendees.
- Complimentary participation in the Convention Information Exchange Center (valued at $100).
- Your company name mentioned as a sponsor in the daily convention newsletter.
- Complimentary 2-foot-by-8-foot Sponsorship Banner displayed on the convention grounds to identify your sponsorship.
- Four reserved parking spaces as close as possible to your exhibit area.
- Preferred reserved seating during an evening entertainment performance. (up to 12 people).
- A Celebrity Meet and Greet during one of the evenings of entertainment.
- Sponsorship listing in the Convention Program.
- A complimentary listing with your logo on the sponsorship page on FMCA.com valued at $150.00.

SPONSORSHIPS INCLUDE:
Trams, Event Program Guide, Welcome Bags, 1st Time Attendee Reception, or combinations of 3, 2, or 1 Star opportunities.

As a Three Star Sponsor ($3,000 to $3,999)

Benefits include the following:

- Complimentary one-quarter page black-and-white ad in the convention program announcing your sponsored event. (valued at $285).
- A special rate of $350 for participation in the welcome bag insert given to registered attendees.
- Complimentary participation in the Convention Information Exchange Center (valued at $100).
- Your company name mentioned as a sponsor in the daily convention newsletter.
- Complimentary 1-foot-by-8-foot Sponsorship Banner displayed on the convention grounds to identify your sponsorship.
- Three reserved parking spaces as close as possible to your exhibit area.
- Preferred reserved seating during an evening entertainment performance. (up to 10 people).
- A Celebrity Meet and Greet during one of the evenings of entertainment.
- Sponsorship listing in the Convention Program.
- A complimentary listing with your logo on the sponsorship page on FMCA.com valued at $150.00.

SPONSORSHIPS INCLUDE:
Event Program Guide, Welcome Bags, 1st Time Attendee Reception, or combinations of 2, 1 Star opportunities.

As a Two Star Sponsor ($2,000 to $2,999)

Benefits include the following:

- Complimentary one-eighth page black-and-white ad in the convention program announcing your sponsored event. (valued at $142.50).
- A special rate of $300 for participation in the welcome bag insert given to registered attendees.
- Complimentary participation in the Convention Information Exchange Center (valued at $100).
- Your company name mentioned as a sponsor in the daily convention newsletter.
- Complimentary half-page black-and-white Sponsorship Banner displayed on the convention grounds to identify your sponsorship.
- Two reserved parking spaces as close as possible to your exhibit area.
- Preferred reserved seating during an evening entertainment performance. (up to 8 people).
- A Celebrity Meet and Greet during one of the evenings of entertainment.
- Sponsorship listing in the Convention Program.
- A complimentary listing with your logo on the sponsorship page on FMCA.com valued at $150.00.

SPONSORSHIPS INCLUDE:
Welcome Bags, or combinations of 1 Star opportunities.

As a One Star Sponsor ($1,000 or less)

Benefits include the following:

- A special rate of $250 for participation in the welcome bag insert given to registered attendees.
- Complimentary participation in the Convention Information Exchange Center (valued at $100).
- Your company name mentioned as a sponsor in the daily convention newsletter.
- Complimentary half-page black-and-white Sponsorship Banner displayed on the convention grounds to identify your sponsorship.
- One reserved parking space as close as possible to your exhibit area.
- Preferred reserved seating during an evening entertainment performance. (up to 4 people).
- A Celebrity Meet and Greet during one of the evenings of entertainment.
- Sponsorship listing in the Convention Program.
- A complimentary listing with your logo on the sponsorship page on FMCA.com valued at $150.00.

SPONSORSHIPS INCLUDE:
Welcome Bags.

FMCA’s 96th International Convention
Family Motor Coach Association is committed to helping you target your advertising and marketing dollars to thousands of motorhome owners in the most economical way.

Imagine Having Your Company Name As The Sponsor Of One Or More Of The Opportunities Listed.

As a Three Star Sponsor ($3,000 to $3,999)

Benefits include the following:

- Complimentary one-quarter-page black-and-white ad in the convention program announcing your sponsored event (valued at $290).
- A special rate of $600 for participation in the welcome bag insert given to registered attendees.
- Participation in the Convention Information Exchange Center at 50% off (valued at $50).
- Your company name mentioned as a sponsor in the daily convention newsletter.
- Complimentary 2-foot-by-8-foot Sponsorship Banner displayed on the convention grounds to identify your sponsorship.
- Three reserved parking spaces as close as possible to your exhibit area.
- Preferred reserved seating during an evening entertainment performance (up to 8 people).
- Sponsorship listing in the Convention Program.
- A complimentary listing with your logo on the sponsorship page on FMCA.com valued at $150.00.

Sponsorships include:
- Tram Transfer Station Banner, Supplemental Map, or combinations of 2 and 1 Star opportunities.

As a Two Star Sponsor ($2,000 to $2,999)

Benefits include the following:

- Complimentary one-sixth-page black-and-white ad in the convention program announcing your sponsored event (valued at $200).
- A special rate of $750 for participation in the welcome bag insert given to registered attendees.
- Participation in the Convention Information Exchange Center at 25% off (valued at $25).
- Your company name mentioned as a sponsor in the daily convention newsletter.
- Complimentary 2-foot-by-8-foot Sponsorship Banner displayed on the convention grounds to identify your sponsorship.
- Two reserved parking spaces as close as possible to your exhibit area.
- Preferred reserved seating during an evening entertainment performance (up to 6 people).
- Sponsorship listing in the Convention Program.
- A complimentary listing with your logo on the sponsorship page on FMCA.com valued at $150.00.

Sponsorships include:
- Internet Kiosk, Exhibitor Lounge(s), Game Zone, Ice Cream Social, Information Center, Daily Newsletter, or combinations of 1 Star opportunities.

As a One Star Sponsor ($1,000 to $1,999)

Benefits include the following:

- A special rate of $900 for participation in the welcome bag insert given to registered attendees.
- Sponsorship listing in the Convention Program.
- Your company name mentioned as a sponsor in the daily convention newsletter.
- Complimentary 2-foot-by-8-foot Sponsorship Banner displayed on the convention grounds to identify your sponsorship.
- One reserved parking space as close as possible to your exhibit area.
- Preferred reserved seating during an evening entertainment performance (up to 4 people).
- A complimentary listing with your logo on the sponsorship page on FMCA.com valued at $150.00.

Sponsorships include:
- Seminar Building Banner Sponsor, Lanyard Sponsor, Local Daily Newspaper, and Ladies Social.

ALL ADS APPEAR IN THE DIGITAL VERSION OF THE CONVENTION PROGRAM

The examples listed are a sampling of the opportunities available in order to receive valuable recognition by thousands of motorhome enthusiasts.

Interested, or have your own ideas? Call FMCA at 800-543-3622!
For More Details About Becoming A Corporate Sponsor, See Page 26