

**Exhibit Booth Space Selection Process
New England Association of Fire Chiefs'
Fire-Rescue-EMS Expo
June 26-27, 2020
DCU Center, Worcester, MA**

Selection of Exhibit Booth Space at our new location will be based on a point system. Exhibitor registration will be received and accepted at the 2019 Expo at Foxwoods during the show hours and anytime the Exhibit Office is open. After the 2019 Expo, registrations will be accepted until September 15, 2019, by mail, or by email with credit card. Exhibitors who had spaces at the 2019 Expo will have priority until September 15, 2019. Unreserved spaces after September 15, 2019 will be open to new and past exhibitors on a first-come, first-served basis in accordance with the NEAFC's Rules and Regulations regarding Exhibit spaces.

Exhibitor Priority Points are calculated using the following criteria (2020 Expo, only):

- The Preregistration Form has three spaces for selecting a booth space. The Exhibitor will request space/booth numbers by preference with the most preferred listed first, second most preferred listed second, and third most preferred listed third.
- Every effort will be made to meet space/booth requests. If the exact requests cannot be met, spaces/booths as close to those spots as possible will be assigned.
- An Exhibitor will receive 10 points for every consecutive year they have exhibited at the NEAFC Fire-Rescue-EMS Expo.
- The points applied for consecutive years exhibiting will be estimated from Association records; to a maximum of 15 years.
- An Exhibitor will receive 1 point for every 100sf of paid booth space they purchased at the NEAFC Fire-Rescue-EMS Expo 2019:
- An Exhibitor will receive additional points for paid sponsorships at the NEAFC Fire/Rescue/EMS Expo 2020 as follows:

\$0.00-999.00	1 point
\$1,000-\$1,999	3 points
\$2,000-\$3,999	5 points
\$4,000-\$6,999	7 points
\$7,000-\$14,999	10 points
- An Exhibitor will receive 1 point for each \$2,500 spent on advertising in the NEAFC Fire-Rescue-EMS Program Guide or other Association-approved methods.
- Corporate Sponsors spending greater than \$15,000.00 will receive 30 points, points would be for sponsorship only, not to include booth space rental.

Common Questions about the Priority Points:

What if I did not exhibit last year?

Points are awarded based on the consecutive years of exhibiting. If you did not exhibit one year then returned points will begin the year you returned.

What if one company acquires another, what happens to the Priority Points?

In the case of a merger or acquisition, the acquiring company will be awarded the highest amount of Priority Points from either company. There is not an aggregation of points. The merger/acquisition must be clearly identified on the Registration Form.

What if the current exhibitor was a dealer representing a manufacturer at the Expo?

When a dealer is representing a company or manufacturer in a booth that the company or manufacturer has paid for, priority points will be assigned to the company or manufacturer; not the dealer.

Can I see the floor plan before selection time?

Yes, the DCU Center Exhibit Hall Floor Plan will be sent out to all vendors prior to the selection time period. The floor plan will also be in the Exhibitor Packet you receive at the NEAFC Fire-Rescue-EMS Expo 2019, along with the 2020 Preregistration form.

What will I need to submit to be able to participate in the Space Selection for the NEAFC Fire/Rescue/EMS Expo 2020?

Once you have selected your space(s), you will need to return your signed Preregistration Form, along with a non-refundable deposit of \$200.00 per booth space to the Exhibit Coordinator, no later than September 15, 2019. Forms can be submitted at the NEAFC Fire/Rescue/EMS Expo 2019 at Foxwoods Resort and Casino.

The New England Association of Fire Chiefs reserves the right to assign booths as it sees fit, in the best interest of the Association, and in accordance with the NEAFC Exhibitor Rules and Regulations. Although this process attempts to bring fairness to space/booth assignments, this process is non-binding and will be applied at the will of the NEAFC Exhibit Coordinator.