



Dear Exhibitors,

We are looking forward to a great show in **Sacramento, CA, September 14-16** and want to make your experience a pleasant one. Enclosed are the forms and information necessary to plan your schedule. Should you have any questions please feel free to call us at (866) 607.4108.

Please pay careful attention to the announcements on this sheet as well as the contents of your manual. Once again thank you for exhibiting at Johnson's Log Home & Timber Frame and we look forward to seeing you all in Sacramento.

Regards, Eric

- All Exhibitors are required to submit an insurance policy naming Solid WOOD Promotions, LLC as an additional insured for no less than 1M. Please see the Terms & Conditions on the reverse side of the contract. Also, we have forms to purchase single/multiple event insurance should you require it-please call us for details.

• www.solidwoodpromotions.com
: cf'9`Ywf]WUžG [dd]b[žGYfj]W'UbX'9ei]da Ybh'7 @7 ? '<9F9"

All exhibitors are required to collect sales tax where applicable. Vendors making sales at a temporary event in California are required to register for a California sales tax permit. If you are already registered for a California sales tax permit, you are required to register for a "sub-permit" showing the location of the festival/special event. [Check out California BOE Publication 111, Operators of Swap Meets, Flea Markets, or Special Events for specific info.](#) If you have any questions regarding the filing process you may contact the Sales, Use and Withholding Tax Customer Contact Phone Number: 800-400-7115. Press 1 for English, then 7 for the Main Menu, then 1 for Sales & Use Tax, then 8 for All Other Questions..

- Please read and understand the move-in/out times and guidelines listed in the Essential Information and Rules and Regulations that are attached.



Sacramento, CA/ September 14-16, 2018

Essential Information- Exhibitors Johnson's Log Home & Timber Frame Show

Show Manager: Eric Johnson, Telephone: (866) 607.4108 Cell: 518 321-7438

Dates/Show Hours: September 14 (Friday) 1pm-7pm
September 15 (Saturday): 10am-6pm
September 16 (Sunday): 10am-4pm

Location: [Cal Expo](#)-Building C
1600 Exposition Blvd,
Sacramento, CA 95815
(916) 263-3000

Host Hotel Information: [DoubleTree by Hilton Sacramento](#)
2001 Point West Way,
Sacramento, CA 95815

Special Rate: \$129
[Online Reservation Link](#)
Call In Reservations: 916-929-8855
Group Name: Log and Timber Show
Sacramento 2018
Group Code: LTS
Cutoff Date: 08/23/2018
Distance to Cal Expo: 1 Mile

Exhibitor Badges (Onsite Registration): Exhibitors must provide show manager with a list of badge holders by Friday, August 31. Pick up your badges at the Will Call desk.
Exhibitor Check-in: Will Call Desk in Registration Area

Set-up Hours: We NEED your patience and support here to facilitate a smooth move-in/out.

NOTICE:

(2) Overhead Door: (14x14) and (14x12) . **Thursday/September 13: 10am-6pm** for Large Structures: 10x20 or larger **OR** anyone requiring drive-on the floor access: All others- **Friday/September 14: 8am-12pm:** All exhibits must be ready for inspection by show management and Fire Marshal by 12pm, Friday.
All booths set by 1pm- Friday: No Exceptions

Dismantle Hours: September 16 (Sunday): 4:01pm – 10:00pm NOTICE: Drive-on access: 4:30pm or so. NOTE: – Please break booth down prior to driving on floor (we need to allow at least 1 hour after show ends before vehicles are allowed on the floor) .Timing is key- actual drive-on varies.
September 17: (Monday): 8:00am – 12pm

Driving onto the floor: For safety and liability purposes, vehicles can only drive on show floor during the following designated hours; please plan accordingly:

Drive –On, Move-In September 13 (Thursday):	10am-6pm. Large Structures 10x20 or larger OR anyone requiring drive-on the floor accessibility
All others- September 14 (Friday) 8:00 am-Noon	(drive-on accessibility to booth NOT guaranteed during this time)
Move-Out: September 16 (Sunday): Need approximately 30 minutes to 1 hour before vehicles allowed on floor.	4:00pm – 10 pm
September 17 (Monday): Open drive on access: 8am-12pm	8am – 12pm

Forklift Through Decorator. See form.

Show Colors: Hunter Green/White drape

Show Company: Solid WOOD Promotions
6 Loren Drive
Queensbury, NY 12804
866.607.4108 fax- 518.618.1413

Decorator: **STL, Ltd.**
950 Richards Blvd.
Sacramento CA 95811
PHONE: 916-447-5000
FAX: 916-447-1133
expo@stlltd.com

Click above for electrical,
equipment and service
orders

**Cutoff Date for reduced rates:
August 31, 2018**

Exhibitor Parking: Longterm: Trailer parking FREE. Daily in/out- \$5 for the weekend.

Directions to Cal Expo

Northbound

Northbound drivers to Sacramento can take either Interstate 5 or Highway 99. From I-5, take the Capital City Freeway East exit from Downtown Sacramento, follow the signs to Reno. The Cal Expo exit is just Northeast of the American River. Highway 99 becomes the Capital City Freeway just North of the 12th Avenue exit. Continue over the river to Cal Expo.

Southbound

Southbound drivers to Sacramento can arrive via Interstate 5, Highway 99 or Highway 70. Highways 99 and 70 join I-5 just North of Sacramento. From I-5, take the I-80/Reno exit East and continue to the Capital City Freeway exit just past Watt Avenue. Continue toward downtown Sacramento until you reach the Cal Expo exit.

Eastbound

Eastbound travelers to Sacramento should take Interstate 80 to Sacramento, taking the Capital City Freeway exit in West Sacramento (following the signs to Lake Tahoe). Continue on Capital City Freeway, through downtown Sacramento and make the turnoff to Reno. The Cal Expo exit is just Northeast of the American River.

Westbound

Westbound travelers can take Interstate 80 or Highway 50 to Sacramento. From I-80, take the Capital City Freeway exit to Downtown Sacramento just beyond Madison Avenue. Continue to the Cal Expo exit. From Highway 50, take the Reno turnoff just past Stockton Boulevard to the Cal Expo exit just Northeast of the river.



SACRAMENTO: Badge Request and Company Listing Form
Johnson's Log Home & Timber Frame Show

This form is for exhibitor badges and PROPER company listing for the show program for **Johnson's Log Home & Timber Frame Show**. Please fill in the spaces below and return by Friday, **August 31, 2018**. Thank you and we look forward to seeing you in Sacramento.

Company Listing: Please choose one of the following- Log Home Company, Timber Frame Company, Builder, Handcrafted Furniture, Décor & Accessories, Financing, Real Estate, Fireplaces & Stoves, Flooring, Lighting, Heating & Air Conditioning, Log Home Handcrafter, Care & Maintenance, Restoration, Windows & Doors, Cabinets, Hot Tubs & Saunas, Tools & Equipment, Structural Insulated Panels, Stairways & Railings, Associations, Publications (category not listed- add your own)

Company name: _____

Company listing: _____

Exhibitor badges:

1. _____

2. _____

3. _____

4. _____

5. _____

6. _____

7. _____

8. _____

9. _____

10. _____

Please fax back form @ (518) 618.1413 or email: ejohnson@loghomeshows.com



**SACRAMENTO: Call for Seminars and Demonstrations –
Johnson's Log Home & Timber Frame Show**

We're getting ready for a great show in Sacramento and need to fill our seminar **AND** demonstration slots.

SEMINARS: As you know this is an opportunity to get in front of these people and leave an impression that says 'these people know their stuff', **what it is not is a sales pitch**...we are looking for informational, diverse, and well put together "neutral" presentations. We will provide an LCD projector; you provide the presentation and handouts if applicable.

We are looking for presentations that encourage thought and feedback, you need not be a professional speaker, but one who is knowledgeable in their chosen field. Ideas of some topics we are looking for include: designing your log/timber frame, financing, selecting a company, understanding the log/timber frame package, finish and maintenance, heating systems, foundations, construction, interior design, the process, etc. and any other ideas you may have.

DEMONSTRATIONS: We're looking for demos on all products like: log stacking, building an insulated log wall, timber frame joinery, making furniture, maintenance (application techniques) etc. Like the seminars, this is an opportunity to get in front of these people and leave an impression that says 'these people know their stuff', what it is not is a sales pitch...we are looking for informational, diverse, and well put together "neutral" demonstrations.

Each seminar and demonstration begins on the hour and ends after 45 minutes. We ask that you include your Q and A in that timeframe.

There is also the chance that you may be asked to do multiple presentations per day- there will be a box below to check if you are ok with that. Please fill out the information below and provide an outline of your presentation if possible. Thank you for participating in this very important part of the show:

Title of Presentation (Seminar or Demo-circle):

Name of Presenter and Title:_____

AV needs: LCD_____ None_____

Yes_____ I would love to present more than once a day: No_____ Once is enough!

Preferred Times (please circle): **Friday**-early, mid, late afternoon, evening. **Saturday**-morning, early, mid, late afternoon, evening. **Sunday**- morning, early, mid, late afternoon.

Description:_____

Please respond no later than **Friday, August 31, via fax at 518.618.1413 or email ejohnson@loghomeshows.com**



GUEST LIST REQUESTS

We encourage you to invite your customers to the show! Your first ten (10) guests are free. You may invite an unlimited number of additional guests for \$5 each (60% off ticket price). You will be invoiced based on the number of guests who actually attend the event. Couples count as separate guests.

Please provide us with the names of your guests. Guests will need to check in at the Will Call desk when they arrive. There are *NO* physical guest passes mailed in advance. Your Guests will need to provide your company name in order to receive entry into the event and will be given a guest receipt to present at the entrance.

Please fax, email or mail this form to us **AT LEAST ONE WEEK PRIOR TO THE SHOW DATE**, If you miss this deadline, bring the list with you to the show and leave it at the Will Call desk. Changes or additions can be made at the Will Call desk at any time during the show.

We request that you print first and last names carefully. Feel free to attach additional sheets as necessary. Please **DO NOT** forget to include your company name.

COMPANY NAME: _____

- | | |
|-----------|-----------|
| 1. _____ | 11. _____ |
| 2. _____ | 12. _____ |
| 3. _____ | 13. _____ |
| 4. _____ | 14. _____ |
| 5. _____ | 15. _____ |
| 6. _____ | 16. _____ |
| 7. _____ | 17. _____ |
| 8. _____ | 18. _____ |
| 9. _____ | 19. _____ |
| 10. _____ | 20. _____ |

EMAIL to ejohnson@loghomeshows.com FAX to (518) 618-1413

OR leave this form at the Will Call desk at the show

Questions? Call Eric Johnson at (518) 618-1195