

**COUNTRY SHOPS CONTRACT**  
**2010 DANSKO FAIR HILL INTERNATIONAL**  
**FESTIVAL IN THE COUNTRY**  
**OCTOBER 14 – 17, 2010**

To reserve a vendor space, select the desired size and additional options. Please complete the form and mail the form and your check payable to Fair Hill International, Inc. to 378 Fair Hill Drive, Elkton, MD 21921, for the complete cost of the space. If you require space for your trailer or something other than a standard booth, please call the Fair Hill International office 410-398-2111 or Jeanne Parry, Trade Fair Chairperson at 443-553-2627 for pricing. If you have any questions, please contact the Fair Hill International office at (410) 398-2111, (410) 398-5020 (fax) or email [office@fairhillinternational.com](mailto:office@fairhillinternational.com) between the hours of 9:00am and 5:00 pm.

**AGREEMENT:**

Fair Hill International, Inc. hereby grants to \_\_\_\_\_ (the "Vendor") the right to a vendor space within the Fair Hill Country Shops during the Dansko Fair Hill International, October 14-17, 2010, subject to the following terms and conditions:

1. **2010 Vendors** will pay to FHI an amount of \$500 for a 10'X10' vendor space. Vendors who attended FHI in previous years will receive a 10% discount. All paid contracts received by May 1, 2010 will receive an Early Bird 10% discount. In order to guarantee space at the FHI Country Shops, all contracts and checks must be received by FHI no later than September 1, 2010. **Event will be conducted rain or shine. No refunds will be given after September 14, 2010.**

2. **Additional Options:**

8' table	\$10.00 each
Single Chairs	\$5.00 each
Power for each space	\$50.00 single outlet – 120 v.
(500 watt maximum)	\$75.00 outlet – 240 v.

3. Vendors may have no electric heaters or coffee pots (other than those associated with food vendors) within the shop area.

4. To maintain quality, diversity and balance of the shops, FHI reserves the right to reject any contract on a first come basis and on past performance. FHI reserves the full right to assign to Vendors the location of all contracted spaces.

5. FHI will provide:

A. Reasonable security including overnight surveillance by FHI Security from 6:00 PM, October 13 through 5:00 pm, October 17, 2010. Neither FHI nor its agents will be held liable for any loss due to theft or any damage whatsoever, for any reason whatsoever, to vendor's merchandise, other property or representative of the Vendor.

B. **FHI will provide each vendor with two (2) complimentary general parking and general admission passes for the duration of the event. NO parking behind the tent will be available.**

6. The Vendors will be responsible for:

- A. any expense in connection with the Vendor's merchandise set up or tear down.
- B. obtaining a Maryland permit of business license if required
- C. collection and payment of all Maryland state sales tax incurred by Vendor (if applicable)
- D. return of all optional equipment including tables and chairs
- E. remaining open during all FHI business hours
- F. All trash is to be placed in the dumpster in back of the Vendor tent. Vendor space is to remain trash free. Vendor space must be cleaned-up and completely trash free when leaving on Sunday. **Trash is to be removed and placed in the dumpster and not left in the trade fair tent.**

7. The name and address of the Vendor will be listed in printed promotional material applicable to the event and in the official program. Contracts received by August 1, 2010 will entitle Vendors to a website link with the FHI website.

8. The Vendor hereby releases and indemnifies FHI and its representatives and agents from any and all liability, loss, cost or expense arising out of or in connection with the presence of the Vendor on the FHI grounds or its conduct of business thereon, except that such indemnity shall not apply to such liability, loss, damage, cost or expense caused by FHI willful misconduct or gross negligence.

9. Vendors who wish to combine cost of the vendor space with additional sponsorship may do so by private contract. Please call the FHI office as outlined above to arrange for additional benefits.

10. Schedule: Vendors may begin set-up no earlier than 9:00 am Wednesday, October 13, 2010. Set up must be completed by no later than 12:00 noon on Thursday, October 14, 2010. From October 14 through October 17, normal business hours shall be from 8:00 am to 6:00 pm daily. Access vehicles for restocking and servicing the vendors spaces will be from 6:00 am till 7:30 am daily.

**2010 DANSKO FAIR HILL INTERNATIONAL**

**BOOTH SPACE RENTAL – INSIDE TENT**

Corner Space Request: \_\_\_\_\_ More than 1 Booth \_\_\_\_\_ Number

I would like to share a booth with \_\_\_\_\_

I would like my booth adjoining: \_\_\_\_\_

**OUTSIDE BOOTH – VENDOR OWNED TENT**

*Vendor owned tents must be white or a color approved by FHI. A color photograph of the tent must be submitted to FHI for approval.*

Tent Size: \_\_\_\_\_ 10'X10' \_\_\_\_\_ 10'X20'

Other Size: \_\_\_\_\_

FHI to supply Tent: (please call for sizes and pricing) \_\_\_\_\_

**Vendor Owned Trailer pricing will vary depending on size (to be determined)**

Size of trailer: \_\_\_\_\_

Pop out extension: yes no size: \_\_\_\_\_

SIZE OF SPACE REQUESTED: \_\_\_\_\_ (Sq ft)

If you require tables or chairs, please indicate number \_\_\_\_\_ Tables \_\_\_\_\_ Chairs

Electric \_\_\_\_\_ 120 volts \_\_\_\_\_ 240 volts

Merchandise:

Tack	Pottery
Clothing Outdoor	Fine Art
Clothing Indoor	Antiques
Riding Apparel	Books
Accessories	Services _____
Jewelry	Food _____
Feed	Gifts _____
Other _____	

**COSTS:**

Indoor booth 10'X10' at \$500 x \_\_\_\_\_ \$ \_\_\_\_\_

Outdoor booth 10'X10' at \$500 x \_\_\_\_\_ \$ \_\_\_\_\_  
(Vendor supplying their own tent)

Outdoor Space (cost to be determined) \$ \_\_\_\_\_

Such as horse trailers, vendor's trailers, bulk space at square foot price

Electric \_\_\_\_\_ 120V at \$50 \$ \_\_\_\_\_

Electric \_\_\_\_\_ 240V at \$75 \$ \_\_\_\_\_

Tables \_\_\_\_\_ \$10.00 each \$ \_\_\_\_\_

Chairs \_\_\_\_\_ \$5.00 each \$ \_\_\_\_\_

Before May 1<sup>st</sup> – 10% discount \$ \_\_\_\_\_

Previous Vendor – 10% discount \$ \_\_\_\_\_

TOTAL ENCLOSED \$ \_\_\_\_\_

**Agreed and Accepted:**

**VENDOR SIGNATURE** \_\_\_\_\_ **DATE** \_\_\_\_\_

Please print clearly or type the following information for our files and advertising purposes:

Company/Shop Name: \_\_\_\_\_

Owner(s): \_\_\_\_\_ Cell: \_\_\_\_\_

Name of Contact Person: \_\_\_\_\_ Cell \_\_\_\_\_

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

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

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_ Cell: \_\_\_\_\_

Website: \_\_\_\_\_

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

Product and/or service to be exhibited (if horse trailers and/or tractors, please list manufacturer):  
\_\_\_\_\_  
\_\_\_\_\_

Car Information:  
License Plate #: \_\_\_\_\_ Year: \_\_\_\_\_ Color: \_\_\_\_\_  
Make: \_\_\_\_\_ Model: \_\_\_\_\_

PLEASE MAKE CHECK PAYABLE TO:  
FAIR HILL INTERNATIONAL, INC., 378 Fair Hill Drive, Elkton, MD 21921

**Agreed and Accepted:**

**FHI REPRESENTATIVE SIGNATURE** \_\_\_\_\_ **DATE** \_\_\_\_\_

Are you a sponsor?  Yes  No  
Would you like Sponsor Information? \_\_\_\_\_  
How were you referred to FHI Festival in the Country 2010? \_\_\_\_\_

A 10% discount will be provided for each new vendor you direct to FHI who contracts to be part of our Dansko Fair Hill International Festival in the Country 2010. FHI will refund you this discount up to 100% of your booth space costs by September 1, 2010.

List below any vendor you'd like for us to solicit in your name:

Name of Shop: \_\_\_\_\_  
Contact Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_  
Telephone: \_\_\_\_\_ Email: \_\_\_\_\_

Name of Shop: \_\_\_\_\_  
Contact Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_  
Telephone: \_\_\_\_\_ Email: \_\_\_\_\_