



P.O. Box 2022, Lebanon, TN 37088  
Vendor Contact: 615-754-3402  
E-mail: [raymond@harris-ent.com](mailto:raymond@harris-ent.com)

## 2018 VENDOR WELCOME LETTER

We are happy you are interested in being a vendor at the US Open Swing Dance Championships this year.

The dates of the event are November 21 – November 25, 2018. We continue to hold the event at the Burbank Marriott, which serves our vendors well. The hotel is located across from the Burbank Bob Hope Airport – 2500 North Hollywood Way, Burbank, CA 91505. We will have a special room rate and a discounted parking for attendees.

We expect 1,500 plus people throughout the weekend with dancers coming in from all over the United States and around the world. The addition of Jack & Jill competitions on Thursday proved a success in the past two years and the Open is now a full 4-day event, with more opportunity for you to sell your services or products.

### TO ADVERTISE AND PROMOTE YOUR BUSINESS:

1. Your payment secures you a vendor spot AND lists you on The Open website. Listing continues through the end of December.
2. Vendors are also listed in our emails with circulation exceeding 10,000.
3. The Emcees will make at least one announcement promoting your service or product during the event.
4. Vendors receive a 50% discount on ads in the program. Please go to the “Advertise” page on our website to see regular pricing. (*Color ads are not eligible for the 50% discount.*)
5. You can advertise on Global Dance.tv with a static ad for \$25. This will be shown throughout the weekend during the broadcast. Please contact us if you are interested.

This will be our 11<sup>th</sup> year with the US Open being broadcast live through the Internet with Global Dance.tv. We had over 27 countries and thousands of people logged in and viewing the event in the past.

If you have any questions, please feel free to contact me. I will be your contact person prior to the event and at the event. I look forward to working with you.

Sincerely,

[Raymond Harris](mailto:raymond@harris-ent.com), US Open Vendor Coordinator  
[raymond@harris-ent.com](mailto:raymond@harris-ent.com) 615-754-3402  
P. O. Box 2022  
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## 2018 VENDOR SPACE

Total Sq.ft.	Space Cost	Event Pass	*	Location
100	\$375	1	Contact: Raymond 615 754-3402	
200	\$750	2	Contact: Raymond 615-754-3402	
400	\$1,500	3	Contact: Raymond 615-754-3402	

### **Additional Event Pass\* \$135**

To be fair to all Vendors, no product exclusivity offered.

### **Event Promotion**

We provide tables for flyers to promote your event or services. If you would like to reserve space to set up a display or a pop-up banner, the cost is \$50 per space. Location will be determined by the Vendor Coordinator.

### **Vendor Advertising - BONUS**

1. Your payment secures a vendor spot AND lists you on The Open website Vendor Page. Listing continues through the end of December.
2. Vendors are also listed in our emails with circulation exceeding 10,000.
3. Emcee announcement, at event, promoting your service or product during the event.
4. 50% discount on ads in Souvenir program. See Website "Advertise" page to compare pricing. We recommend including a discount coupon in the program.
5. Global Dance.tv with a static ad for \$25 shown throughout the weekend during the broadcast. Please contact us if you are interested.

### **Vendor Spots Include:**

1. Space, Table(s), Linen, Chairs
2. Event pass/passes depending on space size purchased
3. Normal plug in for electrical.
4. Discounted room rates and parking

### **Not Included or Additional Costs:**

1. Extra wattage for lights and refrigerators
2. Security
3. Power cords, power strips, lights
4. Phone lines

5. Internet connection

**HOW TO BE A VENDOR:**

Send completed vendor form to:

[raymond@harris-ent.com](mailto:raymond@harris-ent.com)

or

**P. O. Box 2022**

**Lebanon, TN 37088**

1. Include check or Credit card information.
2. At event, spot will be marked with tape and your name.
3. Your point of contact will be Raymond Harris, (615) 754-3402.
4. Check in with Registration to get your wristband.
5. Get set up and sell, sell, sell.
6. If you plan on being a vendor for the following year, pay a \$50 fee to hold your listing on the website vendor page.

