

Yankee Security Convention

2022

BIGGER.

BETTER.

BACK.

PROSPECTIVE EXHIBITOR INFORMATION

EDUCATIONAL CLASSES

OCTOBER 19TH TO 21ST

TRADE SHOW

OCTOBER 22ND & OCTOBER 23RD

Why Exhibit at the Yankee Security Convention?

The Yankee Security Convention is an internationally recognized event providing educational seminars and a trade show for locksmiths and security professionals. Yankee was formed in 1978 by representatives from the regional locksmith associations. Their goal was to provide a local venue to conduct training classes for locksmiths and to showcase the advancement of the trade. For more than 40 years, that goal has not changed. The volunteer Board of Directors are committed to making our annual event the premier source of industry know-how in the Northeast.

Each year Yankee conducts 3 days and evenings of industry-specific educational seminars. We seek out instructors that are well respected in their specialties, drawing from ALOA and other prominent trade organizations. Our seminars vary from trade basics to advanced topics, highlighting the latest products, techniques and applications in security. We offer subjects for industry beginners and for seasoned professionals.

The weekend trade show features the nation's top manufacturers, distributors, and manufacturer's representatives. Each year over 1,100 locksmiths and security trade professionals from the Northeast and all over the United States attend the 9-hour Trade Show to further their knowledge of our ever-growing and advancing trade. We outgrew our previous venue, so in 2022 Yankee Security is expanding and moving to our new home in the MassMutual Center in Springfield, Massachusetts.

We want **YOU** to be a part of the 2022 Yankee Security Convention! Exhibitor Registration is now open for the fall trade show being held on Saturday October 22nd and Sunday October 23rd. Most of our booths are 10'x10' and exhibitors may purchase more than one booth. There is also the ability to bring vehicles and larger exhibits onto the show floor. The Vehicle Display Policy is included in this packet. Find us on the web at www.yankeesecurity.org to learn more about Yankee Security and the benefits of exhibiting with us. Yankee Security 2022 is Bigger, Better, **AND BACK!**

We hope to see you there!

Yankee Security Board of Directors
exhibitors@yankeesecurity.org



Schoephoester Road, Windsor Locks, CT 06096

24 minutes / 20 miles

to Downtown Springfield, Mass

**1 hour 37 minutes / 93 Miles from
Boston Logan International Airport
to Downtown Springfield, Mass**

Airlines Serving Bradley International*

**Aer Lingus
Air Canada
American Airlines
Breeze**

**Delta
Frontier Airlines
Jet Blue
Southwest**

**Spirit
United**

Rental Car Companies at Bradley International*

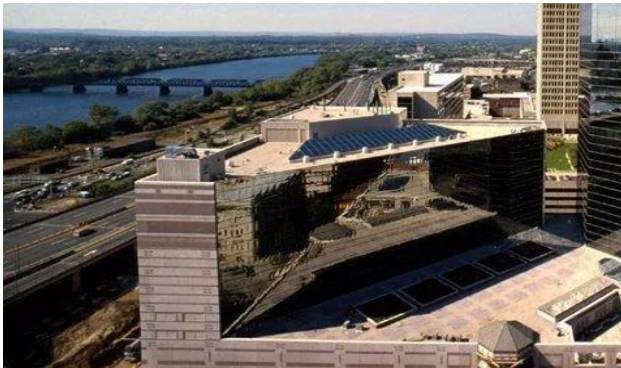
**Alamo
Avis
Budget
Dollar**

**Enterprise
Hertz
National
Thrifty**

Yankee Security 2022 Base Hotel



**1 Monarch Place,
Springfield, Mass 01144 413.781.1010**



Mention Yankee Security when Booking
Limited Rooms Available

Yankee Security 2022 New Venue

Mass Mutual Center

1277 Main Street

Springfield, Mass 01103

Educational Classes – October 19th to October 21st

Trade Show – October 22nd and October 23rd

Expected Exhibitor Market

- Locksmiths and Security Professionals from New England, New York, New Jersey, and beyond looking for the newest and greatest-
- Meet with Business Owners and Company Decision Makers-

Attendee Expectations at the Trade Show

- >Start new business relationships<
- >One-on-one interactions<
- >See the newest available electronic and mechanical advancements<
- >Networking during and after the Trade Show<

2019 Trade Show Attendance

1,182 Total Attendees

MA 40%

NY 12%

NH 4%

CT 20%

RI 6%

NJ 3%

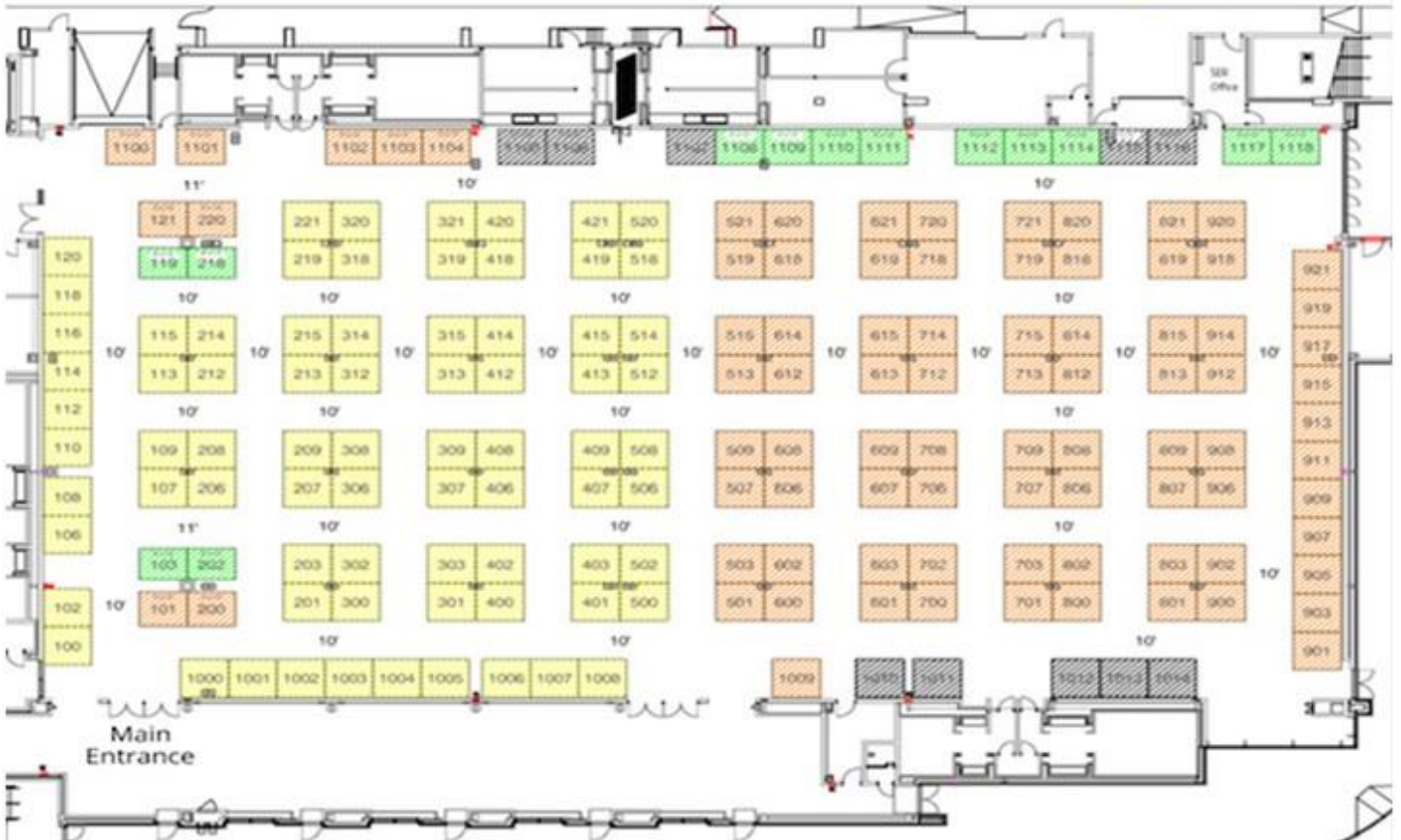
Remaining 15% from 25 States and Canada

Register Now at
www.YankeeSecurity.org



**YANKEE SECURITY
OCTOBER 22-23, 2022
MASS MUTUAL CENTER - SPRINGFIELD, MA**

= \$1,100
 = \$1,200
 = **SOLD OUT**



Benefits of Exhibiting with Yankee Security

Yankee Security 2022	vs.	Other National Locksmith Shows
\$12.00	Booth Price Per sq. ft.	\$21.25 or more
Included	6/8 Foot Draped Table	Not Included
Included	2 Chairs	Not Included
Included	Carpeted Booth	Not Included
Included	Wastepaper Basket	Not Included
No	Union Dock	Yes

*Electrical Request Form, Vehicle Display Policy, and Conference Rules and Regulations included in this packet

Trade Show/Exhibitor Dates and Hours

Trade Show Hours	Exhibitor Move-In	Exhibitor Move-Out
Saturday October 22nd 1:00pm to 6:00pm	Friday October 21st 12:00pm to 5:00pm	Sunday October 23rd 2:00pm to 6:00pm
Sunday October 23rd 10:00am to 2:00pm	Saturday October 22nd 8:00am to 11:00am	

Move-in/out information will be sent out prior to show dates

Exhibitor Marketing/Sponsorship Opportunities

Attendee Lanyards (1 Available)

Parking Vouchers for Attendees (1-5 Available*)

Educational Class Lunches (3 Available)

Educational Class Breaks (3-6 Available)

Water Stations (? Available)

Hand Sanitizer Stations (? Available)

Cell Phone Charging Stations (? Available)

Aisle Sign Sponsorships (7-11* Available)

(Above Marketing/Sponsorships will be sent out in August)

Full Page B&W Ad in Show Program Guide

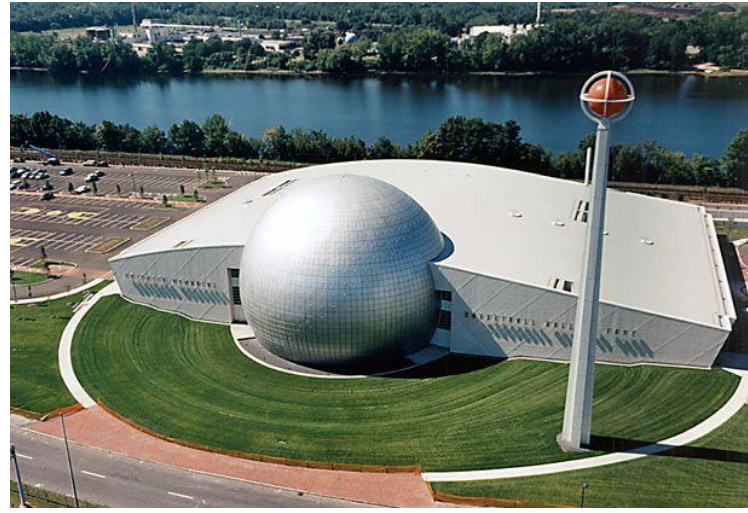
1/2 Page B&W Ad in Show Program Guide

FREE Listing in Attendee Brochure (up-to 500 characters)

Springfield, Mass Attractions



**MGM Springfield
Casino**



**Basketball Hall
of Fame**



Dr. Seuss Museum



Springfield Armory Museum



YANKEE SECURITY CONFERENCE AND TRADE SHOW
October 22 & October 23, 2022
Mass Mutual Center
1277 Main Street Springfield MA. 01103
CONFERENCE RULES AND REGULATIONS

- 1. Set-up of Exhibits** — Show floor will be ready for occupancy at noon on Friday, October 21, 2022. Setup hours are 12:00 noon to 5:00 p.m. on Friday, October 21, and from 8:00 a.m. to 11:00 a.m. on Saturday, October 22. Exhibitors will be allowed back into the Exhibit Hall 20 minutes before show opens. Exhibit setup must be completed by 11:00 a.m. Saturday. No exhibit set-up materials may be brought into the exhibition area while the show is open to visitors. Please see Mass Mutual Center material handling rules and load in load out procedures for specifics on the load in process and associated cost.
- 2. Exhibit Hours** — A total of nine hours of exhibition time is scheduled. Saturday, October 22, 1:00 p.m. – 6:00 p.m.; Sunday, October 23, 10:00 a.m. – 2:00 p.m.
- 3. Dismantling** — No exhibit material may be removed from the floor BEFORE 2:00 p.m. on Sunday, October 23, 2022. All material must be packed and shipped out of the area by 6:00 p.m. Sunday, October 23, 2022.
- 4. Booth assignments** - Booth locations will be assigned approximately 3 weeks prior to show. All booths are as shown on the floor plan and dimensions are believed to be accurate but are only warranted to be approximate.
- 5. Furnishings & Decorations** — One draped 2' x 6' table, two chairs, and a trash can will be furnished by the Yankee Security Convention, Inc. Any additional tables must be draped. Special Event Rentals will provide Exhibitors with an Exhibitors Kit, via email, with information regarding rental of additional booth needs, i.e. electrical, additional tables, etc.
- 6. Booth Equipment & Service** —The Yankee Security Convention will be furnished with a uniform booth set-up. To maintain uniformity and prevent obstruction of view of adjoining booths, displays must not be higher than 8 feet in back except that dividers may be built up beginning at the back of the divider and extending no further than 3 feet from the back. No walls, partitions, decorations or other obstructions may be erected which in any way interfere with the views of the other exhibitors. Exhibition Manager's decision is final.
- 7. Light/Power** — General lighting in the exhibition hall is furnished by the Convention, and the area will be well lighted. Special electric needs will be available on order forms included in the Exhibitor's Kit and in this packet.
- 8. Booth Contents** — Exhibitor's materials must be non-flammable and conform with applicable fire laws and safety regulations. Materials of a dangerous nature are prohibited. Nothing may be attached to wall surface of the area.
- 9. Signs** — A uniform two-line name sign will be provided on each backdrop. Any additional signs will be at the discretion of the Convention Management.
- 10. Aisle** — All aisle space is under the control of the Convention and shall not be used by the exhibitor for any purpose.
- 11. Badges** — Each exhibitor will receive ID Badges that must be worn by all Booth Personnel for the duration of the show. All booth personnel should be registered online before the show. Attendee passes are not provided unless registered online as attendees. Social Distancing Badging indicators may be used and determined closer to show dates.
- 12. Exhibits** — Exhibitors shall exhibit only within their designated areas and may not sublease any of their space without permission of the Show Management.
- 13. Security** — Security guards will be provided by Mass Mutual Center for the exhibit hall. The Convention will not be responsible for or guarantee to the exhibitor the safety of exhibit materials against fire, accident, theft or loss or injury whatsoever. The exhibitor agrees to assume all liability which might ensue by reason of the exhibit and its presence at the exhibit. No merchandise may be removed from the exhibit area after being set up, until closing of the Convention at 2:00 p.m. on Sunday, October 23, 2022.
- 14. Cleaning** — The Convention will arrange for cleaning the entire show floor area on Saturday between 11am and 12:30. After that, each exhibitor will be responsible for cleaning his or her own booth area. The Convention will arrange for cleaning aisles.

15. Insurance — Yankee Security Convention, Inc. accepts no responsibility for the loss of, or damage to, any said material or displays. Exhibitors are to carry insurance on their exhibits at their own expense.

16. Sound Effects, Loudspeakers, etc. — Attention-getting devices, noisy equipment and audio visual equipment will not be permitted except in locations where in the opinion of the Exhibition Manager such sounds and activity do not interfere with the activities of any exhibitor.

17. Dangerous Products — The exhibitor, on signing this contract, agrees to indemnify the Yankee Security Convention, Inc. from any claim or suit arising from the use or misuse of his or her products displayed in this exhibition, including reasonable attorney's fees or other costs of defense.

18. Meetings — Meetings of any type not sponsored by the Convention will not be permitted during the course of the Convention on October 19 through October 23, 2022, unless permission has been granted by Yankee Security Convention, Inc. specifically for such meetings.

19. Conduct — Exhibitors and their representatives are expected to conduct themselves in a manner that does not harass, intimidate or discriminate against any other exhibitor, attendee or member of the public at the venue hosting the convention. Yankee Security Convention Inc. reserve the right to take any action deemed necessary and appropriate, including immediate removal from the convention without warning or refund, in response to any incident of unacceptable behavior. This includes reserving the right to prohibit attendance at any future meeting. CONFERENCE RULES AND REGULATIONS continued YANKEE SECURITY CONFERENCE AND TRADE SHOW October 22-23, 2022 Mass Mutual Center

20. Cancellation of Exhibit Space — Booth refunds will be as follows – Full refund if cancellation is received before September 15th 2022. 50% refund if cancellation is received by September 15th and before October 15th, 2022. No refund for cancellations received October 15th and later. All cancellations must be in writing to Exhibitors@yankeesecurity.org.

21. All Exhibit Material requiring shipment to and from Convention must be consigned no sooner than 10 days before convention to Yankee Security Convention, Capital Convention Contractors, 153 Northboro Road, Southborough, MA 01772. The procedures will be emailed to the Exhibitor contact by Capital Conventions. **DO NOT SEND SHOW MATERIALS TO THE MASS MUTUAL CENTER. THE FACILITY WILL NOT ACCEPT and neither the FACILITY or Yankee Security accepts any responsibility for the items.** Materials will be delivered to your booth on Friday for set-up. Capital Convention Contractors will also be available on Sunday at the end of the convention to arrange for removal. Please see Mass Mutual Center material handling rules and load in load out procedures for specifics on the load in process and associated cost.

22. The Yankee Security Convention, Inc. as the exhibit management, reserves the right to determine the eligibility of any company, product, or person for inclusion in the exhibit.

Neither the Yankee Security Convention, Inc. or its representatives, nor any member of the Convention or Exhibition Committee, will be responsible for any loss, injury or damage that may occur to the Exhibitor or the Exhibitor's employees or property, prior, during, or subsequent to the period covered by the Exhibitor's contract. The Exhibitor, on signing/accepting the contract, expressly releases The Yankee Security Convention, Inc. from, and agrees to indemnify same against, all claims for such loss, damage or injury. It is further agreed that the Exhibitor assumes responsibility for damages done by his or her representatives to the floor or property of the decorator or the property of any other Exhibitor as a result of carelessness, violation of these rules or any neglect on the part of the Exhibitor. In the event the Exhibit quarters, or any part thereof shall be destroyed by fire or any other causes and the use of the premises prevented before or during the Exhibit, the Exhibitor hereby waives any claims or damages or compensation which may arise by reason thereof except the Convention agrees to return to the Exhibitor a proportionate payment for the rental of the Exhibit space. In the event the Exhibitor shall fail in any respect to comply with the terms of this agreement, the Convention shall have the right, without notice to the Exhibitor, to sell or offer for sale, the space hereby leased and the Exhibitor shall be liable for any deficiency, loss or damage suffered by the Convention, by reason thereof, which loss, deficiency or damage, the Exhibitor agrees to pay the Convention upon demand.

ENGINEERING SERVICES ORDER FORM

FOR QUESTIONS ON THIS FORM, PLEASE CONTACT YOUR EVENT MANAGER



EVENT INFORMATION

Event Name: Yankee Security Convention			Date of Event: 10/22-23/2022	Booth #:
Order Completed by:			Phone Number:	
Business Name:			On-Site Contact:	
Address:			On-Site Cell Phone:	
City:	State:	Zip:	On-Site Email:	

SERVICES

ELECTRICAL SERVICES All connections must meet building regulations and be approved by MMC personnel		ITEM QTY.	# OF DAYS OF SERVICE	ADVANCE RATE MORE THAN 14 DAYS NOTICE	STANDARD RATE LESS THAN 14 DAYS NOTICE	TOTAL (ITEM QTY. x # OF DAYS x RATE)
120 VOLT CONNECTION*						
*20 Amps Max Single Circuit Includes power strip				\$65.00	\$85.00	\$
208 VOLT CONNECTION*						
30 Amp Single Phase				\$170.00	\$213.00	\$
60 Amp Single Phase				\$292.00	\$365.00	\$
100 Amp Single Phase				\$350.00	\$425.00	\$
30 Amp Three Phase				\$310.00	\$365.00	\$
60 Amp Three Phase				\$460.00	\$560.00	\$
100 Amp Three Phase				\$510.00	\$625.00	\$
Dystro Disconnect 160-400 AMP (208 Volt 3 Phase)				\$300.00	\$400.00	\$
Extension Cord 20 ft.				\$25.00	\$25.00	\$
FIRE PREVENTION SERVICES		ITEM QTY.	# OF DAYS OF SERVICE	ADVANCE RATE MORE THAN 14 DAYS NOTICE	STANDARD RATE LESS THAN 14 DAYS NOTICE	TOTAL (ITEM QTY. x # OF DAYS x RATE)
Fire Extinguisher - ABC				\$30.00	\$40.00	\$
WATER & DRAIN SERVICES*		ITEM QTY.	# OF DAYS OF SERVICE	ADVANCE RATE MORE THAN 14 DAYS NOTICE	STANDARD RATE LESS THAN 14 DAYS NOTICE	TOTAL (ITEM QTY. x # OF DAYS x RATE)
*All water services are non-potable						
Water Approx 60 PSI, Up to ¾" line				\$132.00	\$160.00	\$
Drain Up to 2" line				\$160.00	\$180.00	\$
GRAND TOTAL						\$

PAYMENT INFORMATION

MAKE CHECK PAYABLE TO: **MASSMUTUAL CENTER**
MAIL TO: **MASSMUTUAL CENTER**
1277 MAIN STREET
SPRINGFIELD, MA 01103
ATTN: FINANCE DEPARTMENT

TO PAY BY CREDIT CARD: PLEASE CALL (413) 271-3247. THERE IS A **3.5% PROCESSING FEE** FOR ALL CREDIT CARD TRANSACTIONS

Authorized Signature:

Date:

ENGINEERING SERVICES ORDER FORM

FOR QUESTIONS ON THIS FORM, PLEASE CONTACT YOUR EVENT MANAGER

TERMS AND CONDITIONS FOR ELECTRICAL SERVICES

1. The MassMutual Center (MMC) is the EXCLUSIVE provider of electrical services.
2. All payment must be in U.S. currency only.
3. This form is for all client Electrical and Plumbing service requests for events held at the MMC.
4. To qualify for the discount rate, the request and correct payment must be received 14 days prior to show/event opening. Insufficient payment 14 days before event may cause an increase in rate due.
5. Conditions for processing service order forms are:
 - a. The payment for service MUST accompany the service request. The payment due is calculated as the item quantity multiplied by the number of days, multiplied by the rate.
 - b. The date the payment is received determines the applicable rate
 - c. Incomplete information will delay processing.
6. No telephone orders will be accepted.
7. Claims for refunds will not be considered unless filed by the Client with an MMC Event Manager prior to the close of the show or event.
8. Any Client requiring additional services or information, please contact your MMC Event Manager directly.
9. MMC order forms cannot be reproduced or copied without express written consent of the MMC.
10. Credit will not be given to services installed and not used.
11. All equipment & materials furnished by the MMC shall remain MMC property and shall only be removed by MMC personnel at the close of the show.
12. Services other than those listed in unit price schedule will be charged an hourly rate. The minimum charge is one hour.
13. Labor rates are subject to change without notice.
14. Standard wall outlets and other permanent building outlets may not be used by anyone other than MMC personnel or designated service provider.
15. Service connection must be made by MMC personnel or designated service provider.
16. Rates quoted for all connections cover the installation of the service to the booth area in the most convenient manner to the MMC. Rates quoted do not include snaking cables under carpet already installed, connecting of equipment, and tracing of malfunctions, special wiring or repairs. These services may be available at the prevailing labor rates.
17. All equipment must comply with state & local safety codes. MMC will refuse connection to equipment that constitutes a safety hazard.
18. Unless otherwise directed, MMC personnel are authorized to cut floor coverings to permit installation of services.
19. If using specific NEMA connector for single and three phase application, please enclose NEMA number, sketch and/or connector NEMA
 - a. # _____.
20. The use of open clip sockets, duplex or triplex attachment plugs, and latex or lamp cord is prohibited. All cords must be of the 3 wire grounded type and UL approved. All exposed non-current carrying metal parts of fixed equipment, which are liable to be energized, must be grounded.
21. All electrical equipment must be properly tagged & wired with complete information as to type of current, voltage, phase, cycle, horsepower, etc.
22. Electrical service available is:
 - a. 120v, A.C. single phase, 60 cycle
 - b. 208v, A.C. single phase, 60 cycle
 - c. 208v, A.C. three phase, 60 cycle

TERMS AND CONDITIONS OF PLUMBING SERVICES

1. The MassMutual Center (MMC) is the EXCLUSIVE provider of plumbing services.
2. All payment must be in U.S. currency only.
3. This form is for all client Electrical and Plumbing service requests for events held at the MMC
4. To qualify for the discount rate, the request and correct payment must be received 14 days prior to show/event opening. Insufficient payment 14 days before event may cause an increase in rate due.
5. Conditions for processing service order forms are:
 - a. The payment for service MUST accompany the service request. The payment due is calculated as the item quantity multiplied by the number of days, multiplied by the rate.
 - b. The date the payment is received determines the applicable rate.
 - c. Incomplete information will delay processing.
6. No telephone orders will be accepted.
7. Claims for refunds will not be considered unless filed by the Exhibitor with an MMC Event Manager prior to the close of the show or event.
8. Any client requiring additional services or information, please contact your MMC Event Manager directly.
9. MMC order forms cannot be reproduced or copied without express written consent of the MMC.
10. Credit will not be given to services installed and not used.
11. All equipment & materials furnished by the MMC shall remain MMC property and shall be removed only by MMC personnel at the close of the show.
12. Services other than those listed in unit price schedule will be charged an hourly rate. The minimum charge is one hour.
13. Labor rates are based on current wage and benefit rates and are subject to change without notice.
14. Under no circumstances shall anyone other than MMC personnel make water, drain, and air connections or install fixtures. All fill and drain work must be completed by MMC personnel or MMC designated service provider.
15. Rates quoted for all connections cover the bringing of the service to the booth area in the most convenient manner to the MMC. Additional labor charges may be incurred for the service connection.
16. All equipment must comply with state, local safety and plumbing codes. MMC will refuse connection to any equipment that constitutes a safety hazard.
17. Unless otherwise directed, MMC personnel are authorized to cut floor coverings to permit installation of services.

CUSTOMER ACCEPTANCE OF ALL MMC TERMS AND CONDITIONS

With execution of this document the Customer hereby authorizes the MMC to provide services as requested herein, is authorized to request such services and acknowledges full and complete understanding of these Terms & Conditions. In case of using wireless services the Customer hereby attests to his or her understanding of limitations and vulnerabilities of the wireless services provided by the MMC as well as admits that in case of using this service for any reason including, but not limited to demonstrating, showcasing or presenting own production(s), the MMC will not be held liable for the possibility of interference.

PRINT AUTHORIZED NAME

AUTHORIZED SIGNATURE

DATE

VEHICLE DISPLAY POLICY

FOR QUESTIONS ON THIS POLICY, PLEASE CONTACT YOUR EVENT MANAGER



MASSMUTUAL CENTER – INTERIOR

This policy pertains to all vehicle displays for inside the **MassMutual Center**, including the Arena, Concourse, and all areas in the Convention Center. Please refer to the exterior display policy for vehicle displays on the sidewalk or street around the **MassMutual Center**.

This policy has been established by the Public Safety Department of the **MassMutual Center** in conjunction with the Springfield Fire Department. The goal of this policy is to reduce the risk of accidents before, during, and after events at the **MassMutual Center**.

- 1. The battery of the vehicle must be disconnected.***
- 2. The vehicle must not have more than 1/8 of a tank of gas.***
- 3. The gas cap must either be locked or be taped shut.***

No alterations to the above may be made without express consent given by both the MassMutual Center and the Springfield Fire Department.

Vehicle Make

Vehicle Model

PRINT AUTHORIZED NAME

AUTHORIZED SIGNATURE

DATE

MMC AUTHORIZED NAME

MMC AUTHORIZED SIGNATURE

DATE