



The Maryland Watermen's Association, Inc.

Dear Exhibitor:

We are excited to have you on board for our 51st Annual East Coast Commercial Fishermen's & Aquaculture Trade Expo **January 16-18, 2026!** We are working hard behind the scenes to make sure the show is a great success. Enclosed in this packet you will find the exhibitor kit for this year's show. We believe it will answer most of your questions. If there is something that you don't understand, please don't hesitate to reach out.

Please note that **the deadline for submitting badge and sign information to our office is November 15, 2025.** After that date, there will be a surcharge for signage, of \$30.00.

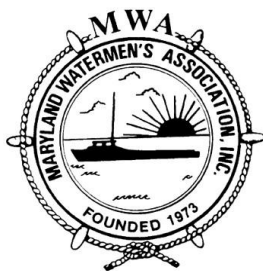
Thank you and see you in January!

Best,

Victoria Brown
Show Coordinator

info@marylandwatermen.com

(c) 202-580-9377



The Maryland Watermen's Association, Inc.

51st East Coast Commercial Fishermen's & Aquaculture Trade Expo

This bulletin contains important information for setting up, operating and removing your display and should be given to the person in charge of your exhibit.

Location: Roland E. Powell Convention Center
4001 Coastal Hwy, Ocean City, MD 21842

Setup Times: Exhibitors may set up on the following days/times:
Thursday, January 15, 2026: 8AM – 8PM
Friday, January 16, 2026: 8AM – 11AM

Special move in times and instructions will be sent to larger exhibitors (ie boats and engines) in a separate mailing.

Show Hours: The Expo will be open to the public during the following days/times:

Friday, January 16, 2026: 11 AM – 5 PM
Saturday, January 17, 2026: 10 AM – 5 PM
Sunday, January 18, 2026 10 AM – 3 PM

The building and show office will be open to exhibitors one hour before the show opens to the public. If you wish to enter the show at other times, please make arrangements with the show office. Instruct your personnel to go to the registration before entering the show, to obtain a badge. A badge is required to enter the showroom.

Booth Space: Exhibitors must keep their booth clean and neatly arranged. Aisles will be swept daily, but this does not include dusting, arranging or otherwise maintaining exhibits.

Each booth space includes 8 ft. pipe and drape with 3 ft. high side rails. Booths include 1 draped 6ft table, two chairs and 1 waste basket for each 10x10 space. Also included with your space is:

- Sign with company name
- Crate storage
- One (1) 110v electrical outlet

If you should need any other services such as telephone rental, audio-visual equipment, electrical services, manpower, etc., then please fill out the attached Exhibitor Service and Rental Order form and return it directly to the Ocean City Convention Center.

Removal of Exhibits: All exhibits must remain intact until final closing of the show at 3PM Sunday, January 18, 2026. Exhibitors may take down their booths during the following days/times:

Sunday, January 18, 2026: 3-10PM

Monday, January 19, 2026: 8AM-12PM

Insurance: The Maryland Watermen's Association and the Roland E. Powell Convention Center shall not liable for any loss, theft, disappearance or damage to any materials from any cause whatsoever, while in transit to or from the show or while at the convention center. Exhibitors are advised to secure adequate insurance coverage.



1805A Virginia Street Annapolis, MD 21401* PHONE (410) 216-6610

The Maryland Watermen's Association, Inc.

Exhibitors Master Form

This form must be returned to the Maryland Watermen's Association no later than **October 15, 2025**.

Please Print:

Exhibitors Company Name: _____

Address: _____ **City:** _____

State: _____ **Zip:** _____ **Telephone:** _____

Contact Person Concerning Exhibit: _____

Exhibitor Badges

Each exhibitor is entitled to **FOUR** badges per 10'x10' booth or bulk space. **Additional badges may be purchased for \$5.00 each. No exceptions.** Please indicate the names of each person who will need a badge. Badges are to be picked up at registration. It is against our policy to mail badges.

10'x10' booth or bulk space

1.) _____

2.) _____

3.) _____

4.) _____

10'x10' booth or bulk space

1.) _____

2.) _____

3.) _____

4.) _____

If you wish to order extra exhibitor badges at \$5.00 each, print the names on the reverse side of this form and enclose the amount due.

Extra Exhibitor Badges

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

No. of Extra Badges _____ Amount Enclosed \$ _____

A charge of \$5.00 will be made for any badges typed at the expo. This includes lost or forgotten badges - no exceptions.

Return to:

Maryland Watermen's Association
1805A Virginia Street
Annapolis, MD 21401



The Maryland Watermen's Association, Inc.

BOOTH SIGN

Your company will receive a 7" x 4' sign for your booth at no additional charge. Please print the name of your company as it should appear on the sign:

Company Name: _____

City/State: _____

Contact: _____

Email/ Phone: _____

Please return this form along with your name badge form **no later than October 20, 2025.**

Note: Any requests for booth signs after that time will be subjected to an additional \$30 charge and must be paid at the time of the request. We cannot guarantee signs after the deadline has passed.

Thank You!

Fill out and return to:
Maryland Watermen's Association
1805A Virginia Street
Annapolis, MD 21401
or email:
info@marylandwatermen.com



Its more than just an expo guide.

The *Expo Guide* is a popular among trade show attendees, but did you know it's part of a larger publication?

The ***Waterman's Gazette*** is the flagship paper for the Maryland Watermen's Association. Each month, thousands of print copies are sent to MWA members, watermen, seafood industry

workers, and decision makers.

As a vendor, we recommend that you advertise in *Expo 2026*. Not only will your advertisement highlight your brand for those attending the show, but it will act as a showcase for your company for potential customers who aren't able to attend.

Some exhibitors have even found great success and brand recognition advertising in the months leading up to the Trade Show. **From now until November 10, if you submit advertising for October through January's issues of the *Waterman's Gazette*, you will get a 5% discount.**

For more information, email editor@marylandwatermen.com. Please consider the *Waterman's Gazette* in your 2026 advertising budget--we offer discounted rates for

monthly advertisers.

Take care and see you in January!

Advertising Rates

Page Size	Ad size for monthly paper (inches)	Ad size for January/ Trade Show (inches)	Monthly Rate
Center Spread	21¼ x 12¼	15x 9	\$620
Back Cover	10½ x 12¼	7 x 9	\$530*
Full Page	10½ x 12¼	7 x 9	\$409
3/5 Page	6⅝ x 9	4⅝ x 9	\$284
1/2 Page	10½ x 6⅝	7 x 4½	\$251

1/3 Page	8 x 5
1/4 Page	6 x 5 or 4 x 8
1/8 Page	4 x 4
1/16 Page	4 x 2
Not available	\$40
* includes color charge	

Ad Requirements: CMYK Format
Color Rates: 20% extra



Maryland Watermen's Association Cocktail Party Sponsorship



Platinum Sponsor: \$2000

- Branding in all promotional materials
- Ten (10) Cocktail Party Tickets
- Company banner/ signage at the event

Gold Sponsor: \$1000

- Branding in all promotional materials
- Six (6) Cocktail Party Tickets
- Listing on sponsor signage at event

Silver Sponsor: \$500

- Branding in all promotional materials
- Four (4) Cocktail Party Tickets
- Listing on sponsor signage at event

Bronze Sponsor: \$250

- Branding in all promotional materials
- Two (2) Cocktail Party Tickets
- Listing on sponsor signage at event

Make checks payable to: Maryland Watermen's Association

Credit Card

☐ Mastercard ☐ Visa ☐ Discover

Company Name: _____

Name on card: _____

Card #: _____ - _____ - _____ - _____

Exp. Date: _____ **CVV:** _____



Exhibitor Checklist

Confirm:

- † ☐ Move-in Dates and Times
- † ☐ Tables, Chairs, Etc.
- † ☐ Exhibitor Badges
- † ☐ Booth Sign
- † ☐ Full Payment of Booth Space
- † ☐ Expo Guide Advertisement
- † ☐ Cocktail Party Sponsorship/ Tickets
- † ☐ Hotel Reservations

Send the following Information to the Ocean City Convention Center:

- † ☐ Shipping Information
- † ☐ Fire Marshall Requirements
- † ☐ Electrical Requirements
- † ☐ Requests for Freight Handling/Drayage/Forklift Service(s)