

# 2017 NEW PRODUCT VENDOR SUMMIT

**MAY 17 & 18**

**HOLIDAY INN UNIVERSITY PLAZA  
BOWLING GREEN, KY**

**The Vendor Summit guarantees a 30 minute one-on-one meeting with our Buyers! New Vendor Summits are only scheduled 1-2 times per year. Don't miss your chance!**

## **Is there a registration fee for the Vendor Summit?**

- No. However, travel expenses and sleeping rooms are your responsibility.

## **What is the Presentation Format?**

- 15 minutes - Setup
- 20 minutes - Presentation
- 10 minutes - Questions and Answers
- 10 minutes - break down
- Presentation Time Period will be strictly followed
- Panel of 2-3 Buyers, other Camping World Team Members may attend also.
- Items to Bring:
  - 5 copies of any handouts
  - 2 samples for submission. The samples will be left with Camping World if the item is selected for further review. If item is very large or expensive, 1 sample is acceptable. Or, you may make other arrangements with Buyer if you do not wish to leave a sample. Samples left with Camping World will not be returned.
  - If samples are not available, printed images will be accepted.
    - Suggested types of images:
      - in retail packaging,
      - out of retail packaging, and
      - life-style: product in use displaying how Camping World Customers will enjoy using the product.
  - video on a tablet or personal computer supplied by vendor may also be used

## **After the Presentation**

- 15 minute meeting with Buyer Assistant to review next steps.

## **How should I prepare for my presentation?**

- Discover Camping World: visit a Camping World retail location and [Camping World Website to learn more.](#)
- Focal Points for the presentation
  - Full understanding of the product and market potential demand
  - Be prepared with:
    - Case pack
    - Cost/unit
    - MSRP
    - List of major retailers carrying the item(s) and at what price
  - Features/benefits of product
  - Availability of Product
    - In stock?
    - If not, when?
  - How this product would enhance the Camping and RV Lifestyle for Camping World Customers.

## **What Audio Visual Equipment will be available?**

- No AV equipment will be provided by Camping World. If you would like to rent something for your presentation, please contact the hotel. You are responsible for **arrangement and payment** of Audio Visual equipment.

**Will WiFi be available?**

- Yes

**How many Buyers will be at my presentation?**

- 2-3 Buyers. There may be other Camping World employees in attendance.

**Is there an extended agenda beyond the presentation?**

- Below is an outline of your time at the Summit. Expect to be there 2 to 2 1/2 hours. Beyond that, there is no extended agenda. You are welcome to stop by the Registration Table before your registration time to see where you will be and get answers to questions you have.
  - Registration is 30 minutes before your scheduled Presentation Time
  - Setup is 15 minutes before your scheduled Presentation Time
  - Presentation is 30 minutes in length
  - Pack-up is 15 minutes
  - Meeting with Buyer Assistant to review Next Steps is 20 minutes

**Can I send my samples to the Hotel prior to my arrival?**

- Yes...All samples sent early are your responsibility.
- Please verify that your samples arrived upon your arrival/check-in at the Hotel. Samples are stored in the sales office. This is important in case something needs to be tracked down/found.
- Below is the hotel's information. Please read thoroughly.

**ATTN: Guest Name, Phone Number, plus "Hold for Arrival Date of Tuesday, May 16, 2017.**

1021 Wilkinson Trace  
Bowling Green, KY 42103

Shipping and Receiving: Due to limitations in secured storage space, the Hotel will only accept packages as follows:

Boxes/packages may be sent for arrival a maximum of 48 hours prior to group arrival and will be marked with the guest name, Group Name, plus "Hold for Arrival Date of Tuesday, May 16, 2017.

There will handling charges as follows paid by vendor:

Boxes up to 36"x24"x24"	\$10 per box
Larger boxes/display cases	\$10 per box
Pallets	\$25 per pallet

Hotel will not be responsible for any shipping charges, damages or loss to any packages or boxes.