



OPERATOR NEED-TO-KNOW INFORMATION

March 24, 2020 | 9:00 am—2:00 pm | York Expo Center | 334 Carlisle Avenue, York PA 17404
717.848.2596 | www.yorkexpo.com

2020 MARKETPLACE planning effort is in full gear with supplier booth reservations arriving daily. PBA expects a full exhibit floor with a variety of destinations for your group leaders to visit including hotels, destinations, CVBs, attractions, restaurants, casinos, etc. so they can begin planning vacations or day trips for their groups. PBA is pleased to join forces with **Explore York Convention & Visitors Bureau** to showcase PBA's 2020 Marketplace.

GROUP LEADER GUIDELINES

PBA encourages you to begin contacting your **QUALIFIED** group leaders who plan multiple trips with your company to attend this exciting event. A few reminders:

- **Children**—PBA is unable to permit children of any age in the exhibit hall.
- **Travel Supplier Companies** expressing interest in attending as a group leader is not permitted and should instead be encouraged to exhibit since this is a group leader show.
- **Tour Companies**—are now permitted to attend Marketplace as a buyer.

FAM OPPORTUNITIES

FAM options for your group leaders will be emailed to PBA Operators in November. To meet your planning needs, all operators are asked to contact the FAM company directly to make the necessary arrangements no later than January 31, 2020. Remember to schedule your Marketplace arrival time **BEFORE** scheduling your FAM. The companies offering FAMs are willing to work around your time at Marketplace.

TO KEEP YOU INFORMED, FUTURE OPERATOR MAILINGS

In early March 2020, PBA will ship all registered motorcoach companies arrival details, name badges, parking information, marketplace directories, maps, etc. This is PBA's "Box Mailing" with all the information you need for your trip to Marketplace.

TOUR COMPANIES ELIGIBLE TO PARTICIPATE IN MARKETPLACE

PBA member tour companies are eligible to participate in PBA's Marketplace using these helpful guidelines. Tour companies:

- Must be a **current PBA member** to attend Marketplace. Membership applications are available at www.pabus.org.
- Use the same **registration form as operators** which is available at www.pabus.org
- Must **attend as a "buyer"** (not as a "seller" with a booth).
- **Not permitted to solicit** another company's group leaders during Marketplace so that everyone may enjoy the experience.
- PBA will prepare a **special name badge with Tour Company** clearly stated.
- Must bring group leaders to Marketplace *only* in a **PBA-member motorcoach operator vehicle**.

OVERNIGHT ROOM RESERVATIONS

If you need an overnight room, we urge you to make your reservation now. Last year's room block sold out quickly.

Wyndham Garden York

2000 Loucks Road, York, PA 17404

- Room Rate \$139 plus applicable taxes; (\$99 room rate if check-in is Sunday, March 22, 2020.)
- Call 717-846-9500, #1 reservations, reference PA Bus Association 2020 room block
- Cut-off is February 23, 2020
- Guarantee with a major credit card
- Cancellation up to 72 hours prior to arrival
- Check-in is 4:00 pm; checkout is 12:00 pm
- Complimentary wireless internet
- Complimentary self parking

Marketplace is sponsored by the Pennsylvania Bus Association

P.O. Box 597 Easton, PA 18044

717-236-9042 | Director@pabus.org | www.pabus.org