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PUBLIC WORKS DIRECTOR  
CLAYTON COLSTON

# Town of Saltville

*"Salt Capital of the Confederacy"*

P. O. Box 730

217 Palmer Avenue

**Saltville, Virginia 24370**

*Council Meets Second Tuesday of Each Month*

Telephone (276) 496-5342

FAX (276) 496-4814

MAYOR:  
JEFFREY L. CAMPBELL

COUNCIL:  
STANLEY CAHILL  
DANNY MAIDEN  
THOMAS HOLLEY  
NEIL JOHNSON  
C. TODD YOUNG  
DICKIE DYE

March 5, 2010

Dear Vendor:

Labor Day 2010 is quickly coming upon us. For those of you that have participated in the past and for all the new vendors, the Labor Day Committee welcomes you and deeply appreciates your participation in this event.

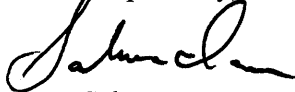
We have great news to share!! We have a new stage and vending area. Each vendor will have access to both 110 and 220 electrical hookups, in addition to water availability to all vendors. This area has been designed for easier access to your sights and for easier setting up procedures. The vending area is pedestrian friendly and partially paved. We welcome any other suggestions you might have to improve your quality of operation, and we hope this helps increase your sales. The Labor Day Committee will be on the site to assist you in any way. Thank you for your interest and participation in our festival.

Our entertainment is varied. Past entertainers have included local southern rock bands like Rick K and the Allnighters, Footlights, Sundance, Tabitha and Chicken Fried, the Gaither Gospel Homecoming partner- Ivan Parker to Marty Stewart.

Contacts prior to and after your arrival are: Carl Cardwell @ 276-496-4509, Bill Haynes @ 276-496-7282, or Tina at the Town Hall @ 276-496-5030 Ext. 22, or Mike Taylor @ 276-496-5030 Ext.32. The Town Hall mailing address is P O Box 730 Saltville, VA 24370.

I look forward to seeing you there.

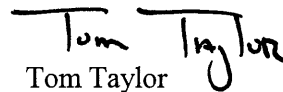
Respectfully,



Sabrena Ison  
Labor Day Committee



Bill Haynes



Tom Taylor

TMT/tmp

**Saltville Panorama/Labor Day Celebration**  
**September 3- September 6, 2010**  
**Saltville, VA 24370**

**Vendor Booth Invitation — Must be received by August 15, 2010**

The Saltville Panorama/Labor Day Celebration includes the sale of food and beverages, hand-crafted items, works of art and manufactured goods intended for safe use by people of all ages. The Saltville community Festivals and Events Committee reserves the right of review and approval. Space rentals are for Friday through Monday and vendors must be opened to the public on those days from 10 a.m. to 10 p.m, or longer when there is scheduled entertainment. Vendors that are not open during the required hours may not be invited back in future years. Set up is on Thursday, September 2 (anytime), or prior to 10 a.m. on Friday, September 3, 2010. Tents and tables are not provided. **Security will be onsite for the entire festival.**

**Name of Business or Organization** \_\_\_\_\_

**On Site Manager** \_\_\_\_\_ **Phone** \_\_\_\_\_

**Fax** \_\_\_\_\_ **Email** \_\_\_\_\_

**Address** \_\_\_\_\_

**City/State/Zip** \_\_\_\_\_

**Type of Vendor: Please Check One**

Public Service/Charitable: Classified as such if you are representing a recognized Non-Profit Organization and send a statement of your group's intended activities at Panorama/Labor Day 2010 on your organization's letterhead. Other than membership enrollment, NO RETAIL SALES, or SUBSCRIPTIONS will be sold from these booths.

----- **Public Service/Charitable Organization making NO SALES; No charge**

-----**Hand-made Arts and Crafts ONLY:** Vendors that sell arts and crafts that are made by hand on an individualized basis. This includes photography, sewn items, hand-made jewelry, jams and other home-cooked items, paintings, etc. It does not include commercially prepared food or manufactured items. Provide a brief description of your goods to be sold on the bottom of back page.

-----**Commercial Goods, Services, Food and Beverages:** Vendors that sell manufactured goods, commercially-prepared foods, or similar goods and services. Provide a brief description of your goods, services, food or beverages to be sold on the back of this page. Also, list the equipment you use. **All food vendors should contact the Smyth County Health Department at 276-781-7460 for all rules and regulations and to set up inspections.**

**Fees For Events**

The Saltville Community Festivals and Events Committee reserves the right to assign booth spaces as necessary. Vendors will receive booth assignments on a **first come - first serve** basis, and based on hook-up considerations. If your set-up will not fit in a 10' x 10' space, the committee reserves the right to charge you for additional footage. If you need additional space please note it on this form.

**Booth spaces 10' x 10' # of spaces \_\_\_\_\_ x \$100.00= \_\_\_\_\_**  
**TOTAL ENCLOSED PAYMENTS \$ \_\_\_\_\_**

**Booth Locations:** The vendor booths will be within site of the new park and stage. Booth spaces will be assigned on a first come - first serve basis, and will also consider electrical needs and sale items.

**Mail this form and your check to:** Saltville Festivals & Events Committee  
Vendor Reservation  
P O Box 10  
Saltville, VA 24370

**There will be a \$35.00 service charge on all returned checks.**

For any reason you must cancel your space prior to July 31, 2010 we will refund 70% of your total fee. No-shows or late cancellations forfeit all fees.

**PLEASE NOTE**

**All vendors are responsible for filing Virginia Sales Tax.**  
**All vendors are responsible for collecting and filing Saltville Meals Tax**

**Neither the Town of Saltville nor the Saltville Festival & Events Committee assumes liability for damage, theft, or personal injury.**

**If you have any questions contact the Saltville Town Hall at 276-496-5030**

**Brief description of goods to be sold:**

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