

# MARINTEC CHINA 2017

5<sup>th</sup> to 8<sup>th</sup> December 2017

Shanghai New International Expo Centre (SNIEC) Shanghai, China

**A DIT TAP grant may be available to eligible SMEs joining the UK group.**

## INTRODUCTION

Over the years, Marintec China has grown to reflect the size and importance of the Asian maritime market. The 2017 edition will be held from 5-8 December 2017 at the Shanghai New International Expo Centre in Shanghai, China. It will be the largest exhibition area with the highest number of industry professionals attending ever. The encouraging figures prove that China remains one of the major shipbuilding nations and Marintec China has been the most authoritative platform in Asia.

With the maritime industry facing great opportunities but also may challenges, it is important for the industry to connect and engage more to ultimately win new business in globally-significant markets. Exhibiting at Marintec China is a great way to learn about the latest technology and innovation of the supply industry, a platform for industry professional to meet face to face, make connection and do business. It is undoubtedly a must-attend for all involved in the maritime industry.

There will be an opportunity to meet Chen Li Ming, our representative in Shanghai, who will be able to assist firms who wish to do business in China.

## THE UK GROUP AT MARINTEC CHINA 2017

The Society of Maritime Industries (SMI) is the organiser for the UK Group. Companies are hereby invited to join.

### The advantages of joining the UK Group are:

- SMI as the group organiser, deals direct with the Marintec China 2017 exhibition organisers, co-ordinates payments, appoints agents and stand contractors, produces the UK Group catalogue, briefs the exhibitors, etc.
- Participants exhibit in the UK pavilion with strong visual UK branding which attracts visitors and international delegations.
- A business lounge exclusive to the UK Group will be provided and a prime location within the exhibition hall for the UK Group has already been reserved.
- SMI facilitates exhibitors, where eligible, in obtaining DIT grants for offsetting the costs of their participation.

# THE SOCIETY OF MARITIME INDUSTRIES UK GROUP OFFER

## STAND

The stand will be finished to a very high luxury standard with a strong visual UK branding.

## THE PACKAGE

Each stand will include walls, fascia board with company name and stand number, carpet, electricity supply, 2 fluorescent lights, 2 spotlights, 1 power point (13 amp), 3 folding chairs, 1 information desk, 1 lockable cupboard, 1 discussion table (square shape), 1 dustbin and stand cleaning service. Other items – such as plinths, shelves and furniture – can be supplied against the contractor's tariff.

## FREIGHT

Our freight forwarding agent is Charles Kendall. **Please contact: Ivonne Altamirano, Tel: 01394 330 611 or email [ialtamirano@charleskendall.com](mailto:ialtamirano@charleskendall.com)**

## COST OF PARTICIPATING

- Stand in UK pavilion (minimum 9 sq.m.) including furniture, carpets and lights @ **£675** per square metre
- Management fee for UK Group exhibitors in UK pavilion: **£995 + 20% VAT (£1194)**  
(SMI members benefit by a discount through their membership of the Society of Maritime Industries and therefore pay a management fee of **£965 + 20% VAT (£1158)**)

## ADDITIONAL INFORMATION

All relevant costs have been calculated using current exchange rates at time of issue, we reserve the right to adjust the charges in the event of any significant change.

The SMI Management fee covers the costs of all aspects of securing government funding, pre-event preparations, recruitment and administration prior to, during and after the event.

## TERMS AND CONDITIONS OF CONTRACT

The provision of space, agreements for individual stands, arrangements for design and construction of the UK pavilion stands and the administration of the UK Group, including additional charges, are covered in the attached Society of Maritime Industries (SMI) Terms and Conditions. These Terms and Conditions together with this "Offer" and the Rules and Regulations issued by the exhibition organiser are deemed to be incorporated in and form part of this contract.

Details given are subject to any changes with particular regard to the exhibition organiser's charges, government legislation, etc.

## LIABILITY

No liability shall be attached to the Society of Maritime Industries or any of its constituent trade associations or groups or any member of its staff in respect of any accident, injury, loss or damage arising out of, or in any way connected with, the display of goods in pursuance of this event or in any other way whatsoever.

## ACTION

To reserve a place in the UK Group, please complete and return the booking form **by Tuesday 31 October 2017** to Mrs Clementina Upton, Events Manager, Society of Maritime Industries, 28-29 Threadneedle Street, London EC2R 8AY. Tel: 020 7448 7023 or email [events@maritimeindustries.org](mailto:events@maritimeindustries.org)

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## MARINTEC CHINA 2017

**5-8 December 2017, Shanghai New International Expo Centre (SNIEC) Shanghai, China**  
**BOOKING FORM FOR EXHIBITORS JOINING THE UK GROUP**

Please complete and return this registration form by **Tuesday 31 October 2017**  
 The Events Manager, Society of Maritime Industries, 28-29 Threadneedle Street, London EC2R 8AY

Please include a cheque payable to the Society of Maritime Industries for the appropriate amount.  
 A receipted invoice together with further details of the event will be sent to you with an acknowledgement of your booking.

For all enquiries please contact the SMI Events Manager, Mrs Clementina Upton

Telephone: + 44 (0)20 7448 7023

Fax: + 44 (0)20 7638 4376

E-mail: [events@maritimeindustries.org](mailto:events@maritimeindustries.org)

Company: \_\_\_\_\_

Address: \_\_\_\_\_

Town: \_\_\_\_\_ Post Code: \_\_\_\_\_ Country: \_\_\_\_\_

Contact: \_\_\_\_\_ Position: \_\_\_\_\_

Phone No: \_\_\_\_\_ Fax No: \_\_\_\_\_

E-mail: \_\_\_\_\_

Our company/organisation wishes to join the UK Group at MARINTEC CHINA 2017 and requests an invoice for the following:

<b>Stand:</b>	For a pre-constructed enhanced "shell scheme" stand in the UK badged pavilion of minimum 9 sq m @ £675 per sq metre	£
<b>Plus: (compulsory)</b>	SMI management fee for UK Group exhibitors in the UK pavilion: *The company is a member of the Society of Maritime Industries and the fee payable is <b>£965 + 20% VAT (£1158)</b> *The company is NOT a member of the Society of Maritime Industries and the fee payable is <b>£995 + 20% VAT (£1194)</b>	£
<b>TOTAL</b>		£

\*An invoice is requested which will be settled immediately upon receipt.

Yes    No

\*I enclose a cheque for the full amount (payable to Society of Maritime Industries Ltd.)

Yes    No

We accept the Society of Maritime Industries (SMI) Terms & Conditions (overleaf) and will settle any minor follow-on charges including additional furniture or fittings for exhibitors in the UK pavilion, etc. when advised.

We acknowledge that once completed and signed this form represents a contractual commitment by the company/organisation and if we subsequently withdraw from the UK Group we will be liable for the full costs (in accordance with the SMI Terms & Conditions of participation at exhibitions) unless a replacement can be recruited.

Name: \_\_\_\_\_

Date: \_\_\_\_\_

# SOCIETY OF MARITIME INDUSTRIES (SMI)

## TERMS AND CONDITIONS OF PARTICIPATION AT EXHIBITIONS

1. All stands must be in the name of a UK registered company.
2. SMI may acknowledge receipt of an unsupported application to participate in the exhibition. Such acknowledgement does not commit SMI to consider allocation of stand space nor provide any further service. Such commitment by SMI to consider allocation of space will apply only to those applications from an exhibitor that have been supported by payment in full.
3. Stand fees include rental of space, provision of a fully constructed shell-scheme stand and display aids as part of a group of stands and SMI's administrative charges.
4. Exhibitors must pay in full all invoices for stand fees as they fall due. Failure to do so may be regarded as a breach of this contract. In such cases articles 16, 17, 18 and 23 of these terms and conditions apply.
5. Exhibitors applying for stands with an UK pavilion must take the shell-scheme provided.
6. No additional construction to the shell-scheme is permitted, except by prior and written agreement from SMI.
7. Companies having received such agreement from SMI are themselves responsible for seeking quotes, commissioning and payment of additional construction to the shell-scheme.
8. SMI will make every effort to provide the size of stand requested, but can not guarantee in advance either the hall, position, configuration of stand, or total area that can be provided.
9. Where it is necessary to offer an area varying by greater than 20% of the area requested, SMI will first seek the agreement of the applicant.
10. If compromise can not be reached, exhibitors party to this agreement remain responsible for payment of the whole stand available, but SMI will make all reasonable effort to find a replacement company.
11. Should it be necessary to allocate a stand area greater than originally requested, the exhibitor must pay in full on receipt of invoice for additional areas. Should it be necessary to allocate a stand area less than originally requested, SMI will refund the difference in stand fees should a reduced area only be available.
12. Every reasonable care will be taken in the allocation of space to companies to avoid inclusion of pillars and fire hydrant access points on stands. Where this is not possible, companies will not be charged for net stand area displaced by pillars, or hydrants.
13. SMI is unable to guarantee that it is able to offer sufficient space to satisfy the total UK group requirement. Space will therefore be allocated strictly in order of receipt of applications supported by payment in full for stands.
14. Where there is insufficient space to be able to confirm allocation of a stand, companies will be refunded their stand fees in full.
15. Exhibitors withdrawing from the group after SMI is committed to payments on the company's behalf will forfeit their stand fees in full unless a replacement company can be found to take all of the withdrawing company's stand.
16. SMI will make all reasonable effort to find replacement companies, but will not guarantee to secure replacement.
17. Where a replacement exhibitor can be found, a charge of 20% of stand fees, up to a maximum of £1,000 will be charged to the withdrawing company to cover the additional administrative costs incurred.
18. SMI undertakes, on behalf of the organising association and exhibitors, to forward all applications for UKTI grant to the UKTI. Grant application forms and UKTI terms and conditions of support are available on request from SMI.
19. Neither SMI nor the organising association is able to guarantee that an exhibitor is eligible for UKTI support.
20. SMI will make all reasonable effort to check to see that a company is eligible for UKTI support before contracting for space and construction on behalf of a company.
21. Where it is not possible to confirm that an exhibitor is eligible for UKTI support in advance of contracting for payments, or in instances where an exhibitor may have UKTI support withdrawn after SMI has contracted for payment on behalf of an exhibitor, the exhibitor will remain liable to pay for the full cost of the stand it has been allocated.
22. SMI will not authorise payment of any UKTI grant monies for any exhibitor that has not previously paid stand fees and invoices for provision of services in full to SMI.
23. The organising association, SMI, and UKTI shall not be held liable for ensuring that the exhibitor, its personnel, and exhibits are adequately insured against all risks.
24. In submitting this application, exhibitors accept responsibility for ensuring that they are adequately insured against all accident, claims arising from negligence and that their exhibits are also insured against loss, or damage.
25. No damage may be caused to the shell-scheme, or display aids supplied, particularly by use of nails, or tacks for attaching panels to the shell-scheme walls.
26. If damage is so caused, companies will be liable to meet the full cost of replacement of the damaged items.
27. Exhibitors are forbidden to further embellish the fascia panels of their stands by use of unauthorised additional graphics, or display aids.
28. Exhibitors are requested not to promote their presence and exhibits in a manner likely to cause offence, or nuisance to other exhibitors, or in contravention of the organisers' terms and conditions of participation.
29. From time to time, SMI may appoint service companies to offer group freight, travel, accommodation, promotion and other services as may be thought in the interests of the joint venture exhibiting companies.
30. Where SMI makes such appointments, joint venture exhibitors are free to make use of the services of such companies at their own risk.
31. Such appointments are made in the interests of reducing individual costs for joint venture participants. Exhibitors are not obliged to use such services.
32. SMI acts solely as an agent on behalf of the exhibitor and takes no liability for exhibitor's recovery of monies paid to a stand contractor who before the completion of the delivery and the build of the stands becomes bankrupt or otherwise ceases to trade.
33. SMI shall not be held liable for the performance, actions or negligence of appointed contractors by the organisers.
34. Exhibitors shall be liable for payment of all additional site services (use of group telephone and fax, stand cleaning).
35. Synopsis of Terms and Conditions for companies in UKTI supported exhibition joint venture groups.
  - a. Stands must be in the name of a UK registered company.
  - b. Exhibits must be predominantly of UK origin.
  - c. Stand must be managed throughout the exhibition by personnel competent to best promote the company and product.
  - d. SMI, its constituent Trade Associations, employees, agents and sub-contractors, shall not be liable in any event for any economic loss, loss of profit, revenue, goodwill or anticipated saving or for indirect, special, incidental and consequential loss or damage of the exhibitors or others, however caused, whether SMI was aware that such loss or damage may arise.
  - e. Except as provided in these terms and conditions SMI, its five constituent Trade Associations, its employees, agents or contractors, the UK Secretary of State for Trade and Industry, UKTI and its employees shall not be liable either in contract, tort (including negligence) or otherwise, for any claim, costs, demand or liability whatsoever and howsoever arising out of or in connection herewith of the supply of any services hereunder.
36. SMI reserves the right to raise a surcharge on stand fees, in the event of significant devaluation of Sterling.
37. In submitting this application, the exhibitor agrees to be bound by these terms and conditions and those of the Event Organisers.