

Seatrade Offshore Marine & Workboats 2017

25 – 27 September 2017

Abu Dhabi | United Arab Emirates

INTRODUCTION

Seatrade Abu Dhabi gives you an opportunity to connect with the important Middle East marine market. 76% of the 4,000 visitors to the 2015 were from the UAE market meaning that this is a very focused exhibition for the UAE market.

- Meet with over 200 offshore marine and workboat companies under one roof
- Be connected to the new construction projects in the Middle East
- Network with the largest concentration of exhibiting ship owners / operators
- Meet with key national oil and international oil companies plus engineering and procurement companies.
- Gain access to one of the world's most lucrative and developing markets
- Track upcoming and ongoing projects within the Oil & Gas, Ports and Marine Civil Engineering sectors

Department for International Trade (DIT) Tradeshow Access Program (TAP) Grants

- SMI helps exhibitors, where eligible, in obtaining DIT grants for offsetting the costs of their participation at the exhibition of £2,500.
- We have a limited number of these grants available
- Cut-off date for application for grants is 21st August 2017 or when last grant is allocated.

THE UK GROUP AT MIDDLE EAST OFFSHORE MARINE & WORKBOATS 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 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 a Deluxe stand design 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.

Please complete the booking form to secure your space, build and furniture package in the UK Pavilion.

THE SOCIETY OF MARITIME INDUSTRIES UK GROUP OFFER

STAND PACKAGE

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

We have been able to negotiate the Deluxe Shell Scheme package for the UK Pavilion at the standard shell scheme price. **Image in Appendix A.** Please note the 9 & 12 sqm stands will not have a storage cupboard as standard.

We are negotiating a price for graphics to be produced locally. Other items – such as plinths, display cabinets, extra shelves and furniture – can be supplied against the contractor's tariff.

FREIGHT

Our freight forwarding agent is Charles Kendall. **Please contact: Martin Smyth, Tel: 01394 330 611 or email msmyth@charleskendall.com**

COST OF PARTICIPATING

- Stand in UK pavilion (minimum 9 sq.m.) including specification in Appendix A @ **£491 per sqm. Minimum space 9sqm stand is £4,419.**
- Management fee for UK Group exhibitors in UK pavilion: **£995 for non-members ex VAT** (SMI members benefit by a discount through their membership of the Society of Maritime Industries and therefore pay a management fee of **£750 ex VAT**)
- If you feel you are eligible for a DIT TRADE ACCESS PROGRAM (TAP) GRANT of £2,500 please request the application form and terms and conditions.

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. In all cases, the Management Fee is non-refundable and cannot be included in your claim.

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 to Clem Upton, Society of Maritime Industries, events@maritimeindustries.org

For further information on the exhibition/UK Group please contact Tom Chant on:

Tel: 020 7628 2555

Email: tom.chant@maritimeindustries.org

**BOOKING FORM FOR EXHIBITORS JOINING THE UK GROUP
SEATRADE MIDDLE EAST OFFSHORE MARINE & WORKBOATS ABU DHABI 25 – 27th September 2017**

Please complete and return this registration form to:

Clementina Upton, Society of Maritime Industries, 28-29 Threadneedle Street, London EC2R 8AY.

An invoice together with further details of the event will be sent to you with an acknowledgement of your booking.

For all enquiries please contact Tom Chant or Clementina Upton – Society of Maritime Industries

Telephone: + 44 (0)20 7448 2555

E-mail: events@maritimeindustries.org &
tom.chant@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 SEATRADE MIDDLE EAST OFFSHORE MARINE & WORKBOATS 2017 and requests an invoice for the following:

Stand:	For stand and space in the UK pavilion totalling _____ sq. m. (£491 per sq. m.) (Minimum 9 sq. m. with additional space in multiples of 3 sq.m.) 9m ² = £4,419	£
Plus: (compulsory)	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 £750 (£900 inc. VAT) *The company is NOT a member of the Society of Maritime Industries and the fee payable is £995 (£1194 inc. VAT)	£
TOTAL		£

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

Yes No

We will be exhibiting (brief description of equipment/services being displayed)

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.

Signed: _____ 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 cannot 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 cannot 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 exhibitors, to forward all applications for DIT* TAP grant to the DIT. Grant application forms and DIT terms and conditions of support are available on request from SMI.
19. SMI is not able to guarantee that an exhibitor is eligible for DIT support.
20. SMI will make all reasonable effort to check to see that a company is eligible for DIT 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 DIT support in advance of contracting for payments, or in instances where an exhibitor may have DIT 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 DIT grant monies for any exhibitor that has not previously paid stand fees and invoices for provision of services in full to SMI.
23. SMI and DIT 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 DIT 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 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 employees, agents or contractors, the UK Secretary of State for Trade and Industry, DIT 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.

Appendix A

Deluxe Stand Design and Specification for the UK Pavilion

- Please note there will be no storage room supplied in the 9 & 12sqm stands. It can of course be arranged.
- We are negotiating a graphics price to have panels produced in the UAE

