

Showcase – SMM Hamburg 2018

4th – 7th September 2018

Hamburg Messe | Germany

INTRODUCTION

In the shipbuilding, equipment, and services market this exhibition stands out as the must do industry event. With 2,200 exhibitors and 90,000 square metres of exhibition space this is on a scale of no other show. It reaches out to shipbuilders, repairers and converters from all over the globe, as well as a number of ship-owners/operators. The majority of the 50,000 visitors are decision making buyers as well as leading agents and distributors from all over the world.

UK SHOWCASE AT SMM Hamburg 2018

The Society of Maritime Industries (SMI) is the organiser for the UK Showcase Group. We are aware that many companies would like to exhibit but with budget restrictions they walk the show instead. This showcase offer is intended to bridge the gap between “walking the show” and the investment required in a full stand.

The advantages of joining the showcase are:

- A space in the lightwall is over 50% more cost effective than a 9sqm stand
- Brochure rack space
- Exhibitor passes
- Showguide and web site entry
- Storage for bags and brochures
- Coffee on the stand
- Always a presence on the stand so you are able to work the show effectively knowing any enquiries will be handled
- Learn from and network with the UK group
- Potential hotel/flight savings as you have no build-up / breakdown

Showcase Lightwall Stand

We are proposing to have approx. 36sqm space within the UK Pavilion. At the back of the stand will be a lightwall and each showcase company will have one spot approx 800mm x 800mm in size to display a logo and web site address.

- It will be first come first serve on positions on the lightwall
- There will be a cupboard for storing briefcases, brochures
- High tables with stools for meetings
- Brochure racks for showcase companies
- The lightwall will sit within a modular built stand as part of the UK Pavilion

Equipment – There is not a lot of room to display equipment. The SMI are willing to hear what equipment you would like to display but it can't be at the detriment of other stand users. We will need prior agreement before any equipment is allowed to be displayed.

We need twelve companies to commit to this showcase offer. Image below give you an indication of the lightwall effect.



COST OF PARTICIPATING

1 x lightwall space: Member Rate £2,450 ex VAT (£2,940 inc VAT), Non-member £2,750 ex VAT (£3,300 inc VAT).

As an exhibitor you will also need to pay a €500 compulsory fee to the exhibition organiser. That would be paid as an independent exhibitor as well. The fee is paid directly to the organiser and enables you to enhance your profile in the showguide/online, book conference tickets etc.

DEPARTMENT FOR INTERNATIONAL TRADE (DIT)

DIT are looking to support this important international exhibition. Inward missions of delegates, networking opportunities, promotional UK brochures, attendance of commercial officers etc are being discussed with SMI. Any company signed up would be kept abreast of updates on DIT activity.

DIT TAP Grants are available for this show worth £1,500 for eligible companies. Please request 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 Showcase Management Fee is non-refundable and cannot be included in your claim.

TERMS AND CONDITIONS OF CONTRACT

The provision of space, arrangements for design and construction of the UK showcase stand 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 Clementina Upton Society of Maritime Industries, at the address shown. Deadline is July 6th 2018 or when there are no more lightwall spots available. For further information on the exhibition/UK Group please contact Clementina Upton or Tom Chant

Tel: 020 7628 2555 Email: events@maritimeindustries.org tom.chant@maritimeindustries.org



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BOOKING FORM FOR EXHIBITORS JOINING THE UK SHOWCASE

Please complete and return this registration form to:

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

Your Showcase space will be secured subject to receipt of payment to the Society of Maritime Industries*

Telephone: + 44 (0)20 7628 2555

events@maritimeindustries.org

Company:	_____	VAT No	_____
Address:	_____		
Town:	_____	Post Code:	_____
		Country:	_____
Contact:	_____	Position:	_____
Phone No:	_____	Fax No:	_____
E-mail:	_____	Website	_____

Our company/organisation wishes to join the UK SHOWCASE at SMM Hamburg 2018 and requests an invoice for the following:

Stand:	<i>For one showcase lightwall space £2,940 inc VAT Member Rate</i>	£
	<i>For one showcase lightwall space £3,300 inc VAT Non-Member Rate</i>	
TOTAL		£

*An invoice will be issued immediately upon receipt.

Brief description of products/services

We accept the 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 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 DIT grant to the DIT. Grant application forms and DIT 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 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. The organising association, 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 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, 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.