

Oi Americas

14th- 16th February 2023

San Diego | USA



INTRODUCTION

As a growing hub for the blue economy in North America, San Diego is the perfect location for you to discover the best technology and research in the industry. San Diego is a natural base for the show being close to the USA's academic centres of excellence in this field and also the important Naval and Defence contacts. The exhibition and conference will focus on key issues in ocean science and marine technology for the Americas, a market worth in excess of US\$14bn.

The Oceanology International Americas event offers a leading forum where industry, academia and government share knowledge and connect with the North, Central and South American marine science and ocean technology communities. Oceanology International Americas world-class exhibition and conference help organisations reach buyers from key market regions and sectors worldwide and helps them improve their strategies for measuring, developing, protecting and operating in the world's oceans.

The **Oceanology International Americas Exhibition & Conference** will take place at the San Diego Convention Centre from the 14th – 16th February 2023.

UK PAVILION AT Oi Americas 2023

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

The advantages of joining the UK Pavilion are:

- Reduced logistics
- Exhibitor passes
- Show guide and web site entry
- Coffee and fridge 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 less build-up / breakdown
- Potential trip to Scripps Institution of Oceanography



Stands

We are proposing to have approx. 600sq foot space. Each company will have approximately 100sq ft of space, or more if desired.

Each 100sq ft space will have:

- Draped 6ft Table
- 2x Chairs
- Rubbish bin
- Lighting
- Carpet
- Electrical socket
- Fascia name
- Exhibitor Directory/Registration/Online listing
- Smart Events (including one reader and app)
- Exhibitor Indemnity (Insurance)

We need 5 companies to commit to this pavilion offer. If we do not recruit enough companies we will hand you over to the UK sales team at Reed Exhibitions.

The image below is indicative of pipe and drape build style only, final dimensions, furniture and layout subject to change.



Proposed Floorplan:



COST OF PARTICIPATING

- 1 x 100sq ft space: £5,400

- Management Fee:
 - Member rate £600 + 20% UK VAT (Total £720)
 - Non-member rate £750 + 20% UK VAT (Total £900)

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, arrangements for design and construction of the UK pavilion 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 Emma Johnson, at the email address shown. Deadline is 30th September 2022 or when there are no more spaces available. For further information on the exhibition/UK Group please contact Emma Johnson.

Tel: 020 7628 2555 Email: emma.johnson@maritimeindustries.org



Oi Americas

14th- 16th February 2023

BOOKING FORM FOR EXHIBITORS JOINING THE UK PAVILION

Please complete and return this registration form to:

Emma Johnson - emma.johnson@maritimeindustries.org

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

Telephone: + 44 (0)20 7628 2555

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

Our company/organisation wishes to join the UK Pavilion at Oi Americas 2023 and requests an invoice for the following:

Stand:	For one lightwall space £5,400	£
Management Fee	Member rate £600 + 20% UK VAT (Total £720) Non-member rate £750 + 20% UK VAT (Total £900)	£
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 pipe and drape 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 and 18 of these terms and conditions apply.
5. Exhibitors applying for stands with an UK pavilion must take the pipe and drape scheme provided.
6. No additional construction to the 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. (a) If an exhibitor gives written notice of withdrawal from the group within 7 days of entering into the contract they will receive a full refund on costs (management fee and stand fee), unless condition 15 (b) applies. (b) When an exhibitor signs up to the event 4 weeks before the date of the event, the 7-day cooling off period will not be applicable and all costs applicable to the contract will be due immediately on receipt of the invoice from SMI.
16. An exhibitor who withdraws 180 days before the event will receive a full refund on the stand fee but will be liable for the management fee to cover administrative costs.
17. An exhibitor who withdraws less than 180 days and more than 90 days before the event will receive a 50% refund on the stand fee with the management fee forfeited to cover administrative costs.
18. An exhibitor who withdraws less than 90 days before the event will be liable for all the contracted stand costs and the management fee.
19. Notwithstanding condition 18, if a replacement company is found to occupy the whole of space contracted by the Exhibitor the stand fee will be refunded, whereas the management fee will be retained to cover administrative costs. SMI will make all reasonable effort to find a replacement company to occupy the contracted space, but cannot guarantee to secure the payment.
20. SMI promotes relevant trade show support funding that is available from the DIT further details of available support funding are available on request from SMI.
21. SMI is not able to guarantee that an exhibitor is eligible for DIT support.
22. SMI shall not be held liable for ensuring that the exhibitor, its personnel, and exhibits are adequately insured against all risks.
23. 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
24. No damage may be caused to the stand, or display aids supplied, particularly by use of nails, or tacks for attaching panels to the walls.
25. If damage is so caused, companies will be liable to meet the full cost of replacement of the damaged items.
26. Exhibitors are forbidden to further embellish the fascia panels of their stands by use of unauthorised additional graphics, or display aids.
27. 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.
28. 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.
29. Where SMI makes such appointments, joint venture exhibitors are free to make use of the services of such companies at their own risk.
30. Such appointments are made in the interests of reducing individual costs for joint venture participants. Exhibitors are not obliged to use such services.
31. 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.
32. SMI shall not be held liable for the performance, actions or negligence of appointed contractors by the event organisers.
33. Exhibitors shall be liable for payment of all additional site services (ie. stand cleaning).
34. SMI reserves the right to raise a surcharge on stand fees, in the event of significant devaluation of Sterling.
35. In submitting this application, the exhibitor agrees to be bound by these terms and conditions and those of the Event Organisers.