



# Posidonia 2018

4<sup>th</sup> – 8<sup>th</sup> June 2018

Metropolitan Expo Centre | Athens | Greece

## *The International Shipping Exhibition*

### INTRODUCTION

Greek ship owners and operators are leading the world by controlling the world's largest commercial fleet making up some 20% of total world deadweight tonnage. In mid-2017 there are 69 fleets under Greek control over 1 million DWT comprising of over 2,800 ships. The market strength of Greek operators is further underlined by their purchasing billions of dollars of second-hand vessels. Since 2007 the Greeks have ordered over 4,000 newbuilds, the most in the world, even in these difficult times. Almost half of all newbuild LNG's are Greek owned.

Keeping this huge commercial armada in business requires Greek owners to spend upwards of US\$ 4 billion per year just on repairs, drydocking, conversions, equipment upgrades and general maintenance. The increasing demands of regulations have seen major investments by fleet operators in cutting-edge Nox/Sox scrubbers, ballast water management systems, plus navigation and other shipboard technology.

With modern second hand tonnage entering the world market, the Greeks are continually upgrading their fleets since they are in the main cash rich and taking the opportunity to buy quality tonnage at very keen prices. This tonnage should need maintaining, converting and upgrading work which means opportunities for the British supply chain.

### THE UK GROUP AT POSIDONIA 2018

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

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

- SMI as the group organiser, deals direct with the Posidonia 2018 exhibition organisers, co-ordinates payments, appoints agents and stand contractors, briefs the exhibitors, etc.
- Participants exhibit as a co-located Group 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.
- A British Embassy Networking Reception should take place as usual and Exhibitors and their clients and potential clients will be invited.

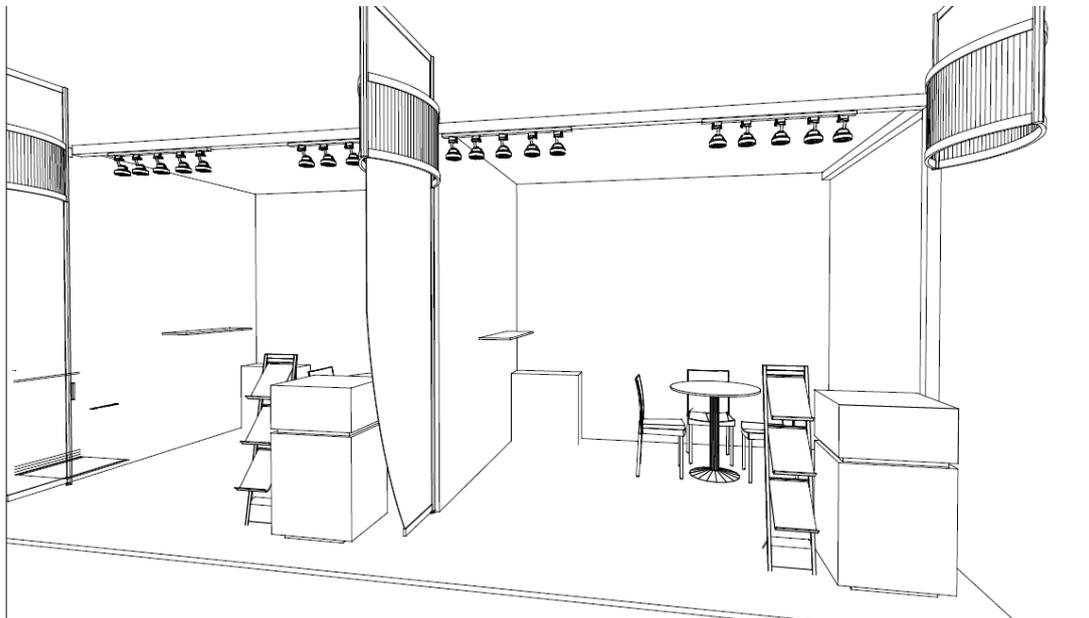
#### **Department for International Trade (DIT)**

There is no known Tradeshow Access Program grant support for this show. Bidding for the 2018 shows will not take place until Autumn 2017 with published support not usually being known until February / March 2018. This means you should not count on grant support.

We will be leveraging all contacts and support possible via the Embassy in Athens.

## STAND

We have chosen a bespoke design and construction company for the UK Pavilion. In 2016 they provided a very good service level to the UK group. Proposed stand design below.



## THE PACKAGE

Each stand will be carpeted, fitted with lighting (up to 3 lights), power socket, wall display panels, fascia board, chairs, table, shelf and a lockable sliding door counter. Other items – such as plinths, display cabinets, extra shelves and furniture – can be supplied against Interform S.A.'s tariff. Your Stand Graphics can be printed and mounted by Interform for €35-45 per square metre.

#### **COST OF PARTICIPATING**

- Stand in UK pavilion (minimum 9 sqm) including furniture, carpets and lights @ £582 per sqm.
- Management fee for UK Group exhibitors in UK pavilion: £850 (£1,020 inc. VAT)

SMI members benefit by a discount through their membership of the Society of Maritime Industries and therefore pay a management fee of £650 (£780 inc. VAT).

#### **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 pre-event preparations, recruitment and administration prior to, during and after the event. In all cases, the Management Fee is non-refundable.

#### **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 Clementina Upton or Tom Chant at the Society of Maritime Industries. Deadline is May 4<sup>th</sup> 2018.

Tel: 020 7628 2555

Email: [events@maritimeindustries.org](mailto:events@maritimeindustries.org) [tom.chant@maritimeindustries.org](mailto:tom.chant@maritimeindustries.org)

**POSIDONIA 2018**

**Athens, Greece 4<sup>th</sup> – 8<sup>th</sup> June 2018**

**BOOKING FORM FOR EXHIBITORS JOINING THE UK GROUP**

Please complete and return this registration form ASAP since space is being reserved

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

For all enquiries please contact Clementina Upton or Tom Chant

Telephone: + 44 (0)20 7628 2555

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 POSIDONIA 2018 and requests an invoice for the following:

Stand:	For stand and space in the UK pavilion totalling _____ sq. m. (£582 per sq. m.) (Minimum 9 sq. m. with additional space in multiples of 3 sq.m.) 9m <sup>2</sup> = £5,238; 12m <sup>2</sup> = £6,984	£
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 <b>£650 (£780 ex. VAT)</b> *The company is NOT a member of the Society of Maritime Industries and the fee payable is <b>£850 (£1,020 inc. VAT)</b>	£
<b>TOTAL</b>		<b>£</b>

\*An invoice will be issued immediately upon receipt.

Yes No

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

\_\_\_\_\_

\_\_\_\_\_

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.