

EXPONAVAL 2018

11th INTERNATIONAL NAVAL & MARITIME EXHIBITION AND CONGRESS FOR LATIN AMERICA

4-7 December 2018

Base Aeronaval Concon - Valparaiso, Chile

INTRODUCTION

EXPONAVAL 2018, the 11th Chilean International Naval & Maritime Exhibition and Congress for Latin America will take place from 4 to 7 December 2018 at Base Aeronaval Concon, Valparaiso in Chile.

Sponsored by the Chilean Ministry of Defence and the Chilean Navy, it is the major naval exhibition for Latin America on the Pacific coast.

The four day event comprises an exhibition, conference, senior staff delegations and visiting warships and will focus exclusively on naval defence & maritime security issues and equipment procurement.

The exhibition is open to exhibitors world-wide from companies or groups of companies which design, manufacture, maintain, repair or modernise naval equipment, including naval aviation equipment, refit ships, support fleets, train personnel, and promote, sell or provide naval and maritime security services, or produce documentation and journals connected with the naval defence and maritime security industry.

The Defence & Security Organisation within the Department for International Trade and the Society of Maritime Industries are together organising and jointly managing the UK exhibitors in a dedicated UK pavilion.

THE UK PAVILION AT EXPONAVAL 2018

UK companies are invited to take up the UK Pavilion package by buying pre-constructed pod stands under the unique UK Pavilion livery. The advantages of joining the UK Group are:

- UK Pavilion exhibitors are co-located in a prime location in the exhibition hall. The UK Pavilion will provide pod system stands.
- SMI & DIT DSO as the group organisers, deal direct with the Chilean exhibition organisers, co-ordinates payments, appoints agents and stand contractors, produces the UK Group catalogue, briefs the exhibitors, etc.
- A programme, managed by DIT DSO, ensures that all visiting delegations are routinely brought to all UK Pavilion exhibitors.
- The UK Pavilion includes an informal meeting room and reception desk.
- A catalogue exclusive to exhibitors in the UK Pavilion is made available for distribution to visitors and delegations alike to further promote the exhibitors and their products.

THE UK PAVILION OFFER

The UK Pavilion at EXPONAVAL 2018

Companies participating in the UK Pavilion have the opportunity to exhibit from walk-on “Pod system” stands.

All exhibitors registering to exhibit with the UK Pavilion will be entitled, at no extra cost, to benefit from the DIT DSO Overseas Exhibition Support Package, and which includes:

- Liaison with DIT DSO regional and events specialists to plan detailed support and specific objectives;
- Support at the event from DIT DSO staff;
- Assistance with capturing specific priority customers;
- Use of the UK Pavilion informal meeting room for customer meetings;
- Invitation to HMG briefings and net-working receptions (tbc);
- Post event liaison with DIT DSO regional and events management specialists to review outcomes and share feedback.

Terms and Conditions of Contract

Exhibitors may register their interest with SMI using the attached booking form in accordance with the attached SMI Terms and Conditions and exhibitors will be invoiced by SMI.

Exhibitor’s budgets should also allow for travel, accommodation, freight and, if taking space only, costs for stand design and construction.

Action

To reserve a place in the UK Pavilion, please complete and return the attached booking form as appropriate to the Events Manager at the Society of Maritime Industries (see contact details below).

The **deadline for registration is Wednesday 31 October 2018**. After this date any company withdrawing from the Pavilion is liable for full costs unless a replacement can be recruited.

Further information can be obtained from:

Orlando James, DIT DSO Exhibition Manager

DIT Defence & Security Organisation

Tel: +44 (0)20 7215 8214

Email: orlando.james@trade.gov.uk

Clementina Upton, Events Manager

Society of Maritime Industries

Tel: + 44 (0)20 7448 7023

Email: events@maritimeindustries.org



Department for
International Trade

Defence & Security
Organisation



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BOOKING FORM FOR EXHIBITORS JOINING THE UK PAVILION

Please complete and return this registration form by **Wednesday 31 October 2018** as appropriate to:

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

Telephone: + 44 (0) 20 7448 7023

Fax: + 44 (0) 20 7638 4376

E-mail: 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 Pavilion at EXPONAVAL 2018 and requests an invoice for the following:

A "Pod System" display stand on an open plan in the UK Pavilion @ £4.000 + VAT/ per exhibitor

£.....

We accept the SMI Terms & Conditions (overleaf) 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 Pavilion we will be liable for the full costs unless a replacement can be recruited.

Signed: _____

Name: _____

Date: _____

Project No. 1563

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 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.