



**Participation costs:**Registration fee

A once-only registration fee of € 495.00 (excl. VAT) is charged for each registration, which is non-refundable. This registration fee includes: inclusion in the official exhibitor's list, the METS exhibition catalogue and will have an 365 days company presentation on metstrade.com (My Page).

Stand space

Type uniform stand construction package	Before 1 March 2010	From 1 March 2010
Standard* Uniform Stand construction package	..... m <sup>2</sup> for € 310.00/m <sup>2</sup>	..... m <sup>2</sup> for. € 350.00/m <sup>2</sup>
Deluxe** Uniform Stand construction package (including catering)	..... m <sup>2</sup> for € 396.00/m <sup>2</sup>	..... m <sup>2</sup> for € 445.00/m <sup>2</sup>
Royal*** Uniform Stand construction package (including catering)	..... m <sup>2</sup> for € 503.00/m <sup>2</sup>	..... m <sup>2</sup> for € 556.00/m <sup>2</sup>

- Prices excl. VAT and excl. registration fee;
- The minimum stand space is 12 m<sup>2</sup>;
- All stand construction packages are including uniform stand construction and furniture, 200 invitation cards and WiFi. For further details see the Specific Terms and Conditions.

Account is taken, wherever possible, of your wishes for the number of m<sup>2</sup> and preferences for stand dimensions and location. However, the organisers cannot guarantee in advance that your wishes will be met. Please file specific wishes separately from this form.

**At the stand to be occupied the following goods will be exhibited:**

Exhibits: <i>(For machines etc please state exact weight)</i>	Brand name:	Name of manufacturer / country of origin:

**Our products belong to the following category:**

<input type="checkbox"/> Anchoring, docking equipment	<input type="checkbox"/> Fuel handling	<input type="checkbox"/> Navigation
<input type="checkbox"/> Aspiration and ventilation	<input type="checkbox"/> Galley equipment / appliances	<input type="checkbox"/> Plumbing
<input type="checkbox"/> Boats <3.20 meters in length <i>(see conditions)</i>	<input type="checkbox"/> Gas installations	<input type="checkbox"/> Safety equipment
<input type="checkbox"/> Boat care, chemicals, coatings, maintenance	<input type="checkbox"/> Hardware	<input type="checkbox"/> Seating
<input type="checkbox"/> Boat covers and canvas	<input type="checkbox"/> Hydraulic systems	<input type="checkbox"/> Soft goods
<input type="checkbox"/> Boatbuilding materials and equipment	<input type="checkbox"/> Insulation	<input type="checkbox"/> Starter systems and parts
<input type="checkbox"/> Clothing and apparel	<input type="checkbox"/> Interior furnishings	<input type="checkbox"/> Steering/stability equipment
<input type="checkbox"/> Cooling and exhaust systems	<input type="checkbox"/> Lighting	<input type="checkbox"/> Sterngear and propellers
<input type="checkbox"/> Deck hardware/rigging	<input type="checkbox"/> Lubrication	<input type="checkbox"/> Trailers < 4 meters in length <i>(see conditions)</i> , transport
<input type="checkbox"/> Electrical	<input type="checkbox"/> Trade Magazines and websites	<input type="checkbox"/> Transmissions and gears
<input type="checkbox"/> Electronics	<input type="checkbox"/> Marina and yard equipment	<input type="checkbox"/> Ventilation
<input type="checkbox"/> Engine management	<input type="checkbox"/> Maritime goods	
<input type="checkbox"/> Engine and motors	<input type="checkbox"/> Mounting equipment	

The category listing above is based on the ICOMIA Product Listing. A detailed version can be found on [metstrade.com/exhibitionprogramme](http://metstrade.com/exhibitionprogramme).

**METS 2010 Promotion services – Maximise your presence!****Please mark your interest below:**

- METS Sponsor packages (advertisements, banner/button on metstrade.com, RAI venue related promo points, commercial on RAI Live! Digital screens etc)
- METS Catalogue advertisement packages (logo on floor plan, pages, advertisements, catalogue dispenser, etc)

Please take promotional services into account whilst making your budget. More detailed information on the packages will follow soon. In the meantime, please contact the METS project team via [mets@rai.nl](mailto:mets@rai.nl) if you require more information.

The undersigned, duly representing the company referred to below, declares that the company wishes to participate in METS 2010, subject to the provisions set out in the Specific Terms and Conditions and in the accompanying Standard Terms and Conditions of Event Participation (of which an extract is printed on the back of this form), with which conditions the undersigned hereby expressly declares that he/she agrees. The undersigned also declares to agree to the General Terms and Conditions for participation in metstrade.com, which are permanently available for inspection on the mentioned website.

**As completed and signed by:**

Name of duly authorised representative: \_\_\_\_\_

Signature of duly authorised representative: \_\_\_\_\_

Town: \_\_\_\_\_

Date: \_\_\_\_\_

Company stamp:

Please send to: Amsterdam RAI, METS 2010, P.O. Box 77777, 1070 MS Amsterdam, fax number +31 (0)20 549 1889 or E-mail [mets@rai.nl](mailto:mets@rai.nl) (Remember to keep a copy for your own file). Applications marked 'subject to confirmation/alteration' etc. are not accepted.

## Specific Terms and Conditions METS 2010

16-18 November 2010



Marine Equipment Trade Show  
www.metstrade.com

The provisions subject to which exhibitors may take part in the international Marine Equipment Trade Show "METS 2010" (hereinafter referred to as the exhibition) are laid down in these Specific Terms and Conditions and in the Standard Terms and Conditions of Event Participation (hereinafter called Standard Terms).

### Venue and dates

The exhibition will be held in the Europa Complex, Holland Complex and Elicium of the Amsterdam RAI Exhibition Centre, Europaplein in Amsterdam from Tuesday 16 November to Thursday 18 November 2010.

### Opening hours

The exhibition will be open to visitors on Tuesday 16 November and Wednesday 17 November from 10 a.m. to 6 p.m. and Thursday 18 November from 10 a.m. to 5 p.m. For exhibitors, the building will be accessible from two hours before the opening until two hours after the closing of the exhibition.

### Construction and dismantling period

Amsterdam RAI will be open for the delivery of goods from Sunday 14 November 2010 (from 8 a.m. to 8 p.m.) and to Monday 15 November 2010 (from 8 a.m. to 5 p.m.). Goods should be removed between Thursday 18 November 2010 from 6.30 p.m. until Friday 19 November 2010, 12 noon.

### Organisation

The exhibition is organised by Amsterdam RAI B.V. under the auspices of ICOMIA, International Council of Marine Industry Associations (hereinafter and in the Standard Terms referred to as 'the organisers').

The correspondence details are:

Amsterdam RAI  
Project team METS 2010  
P.O. Box 77777  
1070 MS Amsterdam  
The Netherlands  
T: +31 (0)20 549 12 12; F: +31 (0)20 549 18 89;  
@: mets@rai.nl; W: metstrade.com

### Exhibition Committee

The Exhibition Committee consists of representatives of the above mentioned authorities and invited members. An Entry Committee has been appointed by the Exhibition Committee for assistance. The Exhibition Committee retains the right to review the acceptance of products at all times. The Exhibition Committee retains the right to review and to refuse products which are not consistent with the Exhibition programme as described below. In case of doubt, it is advisable to seek advice from the organisation before registration.

### Entry Committee

The function and authority of the Entry Committee includes the following:

- Evaluating the exhibits as described under "Exhibition programme";
- Evaluating compliance with the rules as given under "Exhibitors";
- Maintenance and interpretation of the remaining provisions of both the Specific Terms and the General Terms;
- Monitoring compliance with the regulations relating to lay-out, decorations, safety, advertising, unfair competition, noise nuisance, etc.

### Exhibition programme

The exhibition programme comprises:

- Equipment, engines, materials and systems for the small boat and leisure craft trade and industry;
- Equipment, materials and systems for the design, construction and operation of leisure craft marinas.

The complete and official product description of products which are permitted to exhibit at METS is communicated to prospects and exhibitors on request by the organisation via mets@rai.nl. The complete and official product description is also available online via metstrade.com/exhibitionprogramme.

It is the exhibitor's responsibility to ensure that the products which are displayed comply with national and regional standards, and to ensure that non-compliant products are marked as such (EU only).

### Please note that:

- 1) Boats are not accepted, the only exception being small inflatable boats/tenders which are unmistakably for use as marine life saving purposes and with a max. of 3.20 metres length. The boats in question may not rise above the stand. Inflatable (auxiliary) boats of any size with integral inboard engines are also expressly forbidden;
- 2) Services eg. financial or advisory; as opposed to goods, are not accepted;
- 3) Boat trailers of a length exceeding 4 metres are expressly forbidden. It is not permitted to exhibit products in and/or on the trailer. It is permitted to stack several trailers on top of each other, always provided that they remain within the dimensions of the stand;
- 4) Marine accessories are accepted only if they are strictly marine related;
- 5) Semi manufactured products are accepted only if they are strictly marine related;
- 6) Cutlery is accepted only if they are strictly marine related;
- 7) Watersports accessories such as tubes, wakeboards and canoes are excluded from the METS exhibition programme.

### Exhibitors

The products described under Exhibition programme may only be exhibited by companies who are either manufacturers or authorised distributors of these materials and equipment. (Authorised) distributors are accepted only under the condition that they can show a confirmation from their manufacturer and stating that the manufacturer will not be present at METS and that this particular distributor is authorised by the manufacturer to exhibit at METS. If this is questionable, the organisers reserve the right to ask for written verification. Authorisation is at the full discretion of the organisers, who may refuse exhibitors without incurring any liability.

### Demonstrations

Special activities at stands, such as product presentations, performances and shows, may only take place if written permission is granted by the organisers.

Please note that permission must be requested in writing at the latest 30 days before the beginning of the construction period. This permission is subject to various conditions, including that the activity must be situated in such a way that interested visitors do not block the corridor.

### Participation fee

The participation fee consists of the non-refundable registration fee of € 495.00 (excl. VAT), supplemented by the following tariffs for stand rental, including construction and furniture. If an "additional" company exhibits within the stand space rented by the "main" exhibitor - with a maximum of two participants per 12 m<sup>2</sup> - € 495.00 (excl. VAT) registration fee will be charged per "additional" company. The registration fee also covers the costs of mentioning in the official exhibitor list, the METS 2010 Catalogue and a 365 days presentation on metstrade.com (MyPage) and the company name on the fascia board.

### Uniform stand construction packages - Prices

The tariffs for stand rental per m<sup>2</sup>, as referred to in article 7 in the Standard Terms are:

Type uniform stand package	Application before 1 March	Application from 1 March
Standard* package	€ 310.00/m <sup>2</sup>	€ 350.00/m <sup>2</sup>
Deluxe** package	€ 396.00/m <sup>2</sup>	€ 445.00/m <sup>2</sup>
Royal*** package	€ 503.00/m <sup>2</sup>	€ 556.00/m <sup>2</sup>

The above mentioned prices are excluding VAT and excluding registration fee. The minimum stand space available is 12 m<sup>2</sup> (4 m width x 3 m deep). Rental of stand space is possible per standard measurement of 4 m x 3 m or in multiples of these modules. Different stand dimensions can only be arranged in consultation with the organisers. Account is taken, wherever possible, of the exhibitors' wishes for the number of m<sup>2</sup> and preferences for stand dimensions and location. However, the organisers cannot guarantee in advance that the exhibitors' wishes will be met.

### Uniform stand construction packages - Regulations

Exhibitors are not allowed to handle stand construction themselves. Nor are they allowed to attach any eye-catching objects outside or above the standard stand or to attach any other high or projecting objects in, on or around the stand. It may be possible to obtain an exception to this rule, depending on the exhibition material, after consultation with the organisers and with their written permission. The fascia board and pillars must however remain in its original state. It is not allowed to put stickers on the fascia board nor to drill, screw, staple or nail in walls or aluminum parts of the stand. With regards to the application of stand decorations we advise you to use the double sided tape provided by the organisers. Please note that the coloured piping of the aisle carpet is not part of your stand. All exhibits are displayed at the discretion of the Entry Committee, which retains the right to refuse and remove products.

### Uniform stand construction packages - Types

Three different uniform stand packages are available. Full details and artist impressions are available via metstrade.com and can be obtained from the organisers. The following fittings and facilities are included in the uniform stand construction packages (based on the minimum stand size of 12 m<sup>2</sup>):

#### Standard\*:

- Standard partition walls (white, 100 cm width/250 cm height);
- Floor covering carpet tiles;
- Fascia board (colour white) with stand number/company name/country;
- Lockable storage (1x1 m, incl. coat rack);
- 1 table, 3 chairs; from 36 m<sup>2</sup> 2 tables and 6 chairs ;
- 1 counter; from 36 m<sup>2</sup> 2 counters;
- 2 rails with 2 spot lights; from 36 m<sup>2</sup> 4 rails with 2 spot lights, including consumption;
- 1 plug socket 220-Volt including consumption with a maximum of 2.000 Watt;
- Daily cleaning of the stand;
- 200 printed invitation cards free of charge (upon request);
- Free WIFI.

#### Deluxe\*\*:

- Based on contents package "Standard\*\*"
- Different:
  - Standard partition walls facilitated with colour "grey";
  - Chairs, table and counter facilitated in comfortable and luxurious version;
  - Brochure rack;
  - Company logo (full colour) on carpet tile;
  - Catering: lunch package for 4 persons, delivered daily on your stand.

#### Royal\*\*\*:

- Based on contents package "Standard\*\*"
- Different:
  - Standard partition walls facilitated with colour "beech";
  - Chairs, table and counter facilitated in a very comfortable and exclusive version;
  - Company logo (full colour) on 1 extra partition wall (colour blue);
  - 300 printed METS invitation cards free of charge (upon request);
  - Catering: - Lunch package for 4 persons, delivered daily on your stand;
    - Coffee/tea, delivered 2x daily on your stand;
    - Fridge in your stand, filled with 48 soda's and 24 cans of beers, refilled daily.

### Space allocation

Space is allocated at the organisers' discretion, based on the availability of space and taking the wishes of each exhibitor as much into account as possible. If a waiting list needs to be established as a result of lack of space, this will be handled by date of receipt of the registration form. No rights can be claimed from allocations of prior METS exhibits. Account is taken, wherever possible, of your wishes for the number of m<sup>2</sup> and preferences for stand dimensions and location. However, the organisers cannot guarantee in advance that your wishes will be met.

### Invitation cards

Exhibitors can order printed and digital invitation cards for distribution to their clients. Printed invitation cards can be ordered in batches of 50 at a cost of € 2750 excl. VAT. Purchased invitation cards cannot be refunded by Amsterdam RAI. Digital invitation cards can be ordered free of charge. The first 200 ordered printed invitation cards are free of charge.

### Terms of payment

In accordance with the provisions of article 7 of the Standard Terms, the uniform stand construction package costs including the appropriate VAT, should be paid in two instalments, namely:

- 1<sup>st</sup> advance invoice of 25% of the total number of square metres reserved, plus the registration fee: within 21 days of the date of the first advance invoice (advance invoices are sent from 365 days before the exhibition);
- 2<sup>nd</sup> advance invoice of 100% (minus the 25% of the first advance invoice): within 21 days of the date of the second advance invoice (these are sent from 105 days before the exhibition).

No advance invoices are sent from 105 days before the exhibition. In the event of application less than 105 days before the first build-up day of the exhibition the amount owed should be paid in full together with the application, but at least four days before the first build-up day.

### VAT refund

All VAT owed must be paid to the organisers. The Dutch Ministry of Finance has determined that international participants can, under certain circumstances, be entitled to a refund of the VAT paid on goods and services delivered in the Netherlands. For more information we refer to [www.vatalliance.co.uk/rai](http://www.vatalliance.co.uk/rai). All agreements and stipulations based on them are exclusively subject to Dutch law. All disputes will be settled by the competent Dutch judge.

### Disputes

Any complaints should be made within 30 days of the last day of the exhibition. Complaints brought to our attention beyond this deadline will not be addressed.

### Sponsor Packages

Exhibitors can reserve a Sponsor Package. The Sponsor Packages consist of several promotional activities setting your company in the spotlight before, during and after the exhibition. You can choose either a Gold, Silver, Bronze or Ivory package. The number of Sponsor Packages is limited. Sponsor Packages will be allocated on a first come, first served basis. For more information on the packages you can contact the METS Project Team at [mets@rai.nl](mailto:mets@rai.nl).

### Terms of payment/cancellations Sponsor Packages

The Sponsor Packages will be invoiced in one instalment of 100%. Invoices are sent from 182 days before the first construction day of the exhibition onwards. All prices mentioned are excluding VAT. Payment within 21 days of the date of the invoice.

The cancellation terms below will apply when cancelling the Sponsor Package ordered:

- 50% if cancellation is made less than 182 days but more than 62 days before the first day of the construction of the exhibition
- 100% if cancellation is made less than 62 days before the first day of the construction of the exhibition.

If the participation in the exhibition will also be cancelled, the cancellation terms mentioned in the Standard Terms of Amsterdam RAI apply additionally.

### Admission

The visitor admission charge for the exhibition, as specified in article 5 of the Standard Terms, will be € 200.00 per person per day, including VAT.

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## Abridged version of the 'Standard Terms and Conditions of Event Participation' regarding participation in fairs, exhibitions and other events organised by or in cooperation with Amsterdam RAI.

### Application for stand space

- An applicant / participant (hereinafter referred to as '**Participant**') declares, by means of a fully completed application form submitted to the organisers, that he/she is in agreement with the conditions of participation in force for the fair, exhibition and other event (hereinafter referred to as '**the Exhibition**') contained in the relevant '**Conditions of Participation**' (the entirety of the Specific Terms and Conditions, the Standard Terms and Conditions, and the Rules and Regulations).
- No right to allocation of stand space may be derived from the application. In special cases the organisers may decide not to process an application, to allocate less stand space than has been applied for, to alter allocated stand space or to withdraw an existing allocation without the Participant being entitled to claim compensation for damage incurred.
- The information requested on the application form must be provided in full. Without being liable to pay any compensation, the organisers have the right to refuse any goods or services which have not been mentioned on the application form or which they consider inadmissible by virtue of the Conditions of Participation, or to have such goods or services removed from the Exhibition forthwith.

### Cancellations

- The Organisers at all times reserve the right, due to special circumstances or if the organisation of the Event so requires, to change the dates and times of the Event specified in the Conditions of Participation, to change the stand space allocated to the Participant, to change the stand type and/or its location, without a Participant having the right to claim compensation for any damage.
- No application may be cancelled or altered unilaterally by the Participant. The organisers may grant a request to cancel or alter an application subject, among other things, to the condition that the Participant concerned pays a cancellation fee. This fee amounts, at least, to:
  - upon cancellation more than 365 days before the first Event build-up day: 15% of the Participation Costs;
  - upon cancellation in the period from 365 to 183 days before the first Event build-up day: 50% of the Participation Costs;
  - upon cancellation in the period from 182 to 63 days before the first Event build-up day: 75% of the Participation Costs;
  - upon cancellation in the period from 62 to 32 days before the first Event build-up day: 100% of the Participation Costs;
  - upon cancellation in the period up to and including 31 days before the first Event build-up day: 120% of the Participation Costs.
- Participation Costs are the costs payable by the Participant to the organisers for the stand hire and, if applicable, the stand build-up, plus the VAT due.
- In the case of cancellation for whatever reason, the Participant will always forfeit his/her application fee, plus the VAT due.

### Stand hire and payment obligations

- Unless otherwise stipulated in the Conditions of Participation, payment must be made as follows:
  1. the application fee before or on the due date of the invoice in question;
  2. the Participation Costs in 2 instalments:
    - 25% of the Participation Costs;
    - 100% of the Participation Costs minus the abovementioned 25%; before or on the due date of the invoices in question.
- If the Participant does not meet his/her financial obligations, the organisers will be entitled not to proceed with the allocation of stand space, or to withdraw an existing allocation of stand space or not to make stand space available, without prejudice to the organisers' claim for full payment of the amounts due.
- The organisers are entitled to contract out the collection of the amounts owed by the Participant, in which case all costs will be borne by the Participant, plus the statutory interest and extrajudicial costs of collection amounting to 150% of the principal.

### Liability

- All goods, including packaging, which are present in the Exhibition Building and belong to the Participant, his personnel or others involved, are at the expense and risk of the Participant. The organisers do not undertake the insurance of the goods. The organisers are not liable for any damage or injury from whatever cause to goods or persons caused by or connected with participation in the Exhibition, unless there has been intent or gross negligence on the part of the organisers. Nor can the organisers be held liable for damage to third parties caused by the use of the stand by the Participant or his/her staff or by persons working on the instructions of the Participant. The Participant shall indemnify the organisers against all claims by third parties on this account.
- The Participant is liable for and must take out adequate insurance against any damage caused in any way whatever by acts or omissions on his/her part or on the part of his/her staff or persons working for him/her or on his/her instructions or caused by his/her exhibits or goods. The Participant shall indemnify the organisers against all claims for which they may be held liable by third parties.

### Final provisions

The organisers may, without giving notice of default and without recourse to the courts, take one or more of the following measures against a Participant who breaches any provision of the Conditions of Participation or fails to comply with a direction given by or on behalf of the organisers (such measures being taken at the expense of the Participant):

- refuse the person(s) concerned admission to the Exhibition and/or the Exhibition Building with immediate effect;
- have his/her stand closed and/or cleared;
- keep possession of the goods displayed and of anything constructed or installed by the Participant;

without the Participant being entitled to enforce any right to restitution or repairation.

The complete text of the Standard Terms and Conditions of Event Participation will be provided to the Participant in due course. These terms and conditions can at all times be obtained free of charge from the organisers and can be consulted at and downloaded from the organisers' website. The Standard Terms and Conditions of Event Participation were filed at the Chamber of Commerce in Amsterdam.