# OFFSHORE TECHNOLOGY CONFERENCE







#### NRG PARK HOUSTON, TEXAS, USA 1-4 MAY 2017

The EIC is proud to be organising and managing the UK National Pavilion at OTC for the 17th year, taking place from 1-4 May 2017.



#### Full benefits of participation

- Prime location for the UK Group at the show. Innovative UK branded stand design to draw visitors to the Group. Your own specially designed and furnished stand within the UK Group. The use of a private Group lounge, and meeting rooms.
- Promotion of the Group through various publications/press releases. Entry for each exhibitor in the Guide to UK Group Brochure.
- DIT hosted reception.
- Dedicated project manager to assist prior to and onsite at the show. Dedicated travel and freight partners. Experienced organisation.

In partnership with:

Department for

International Trade

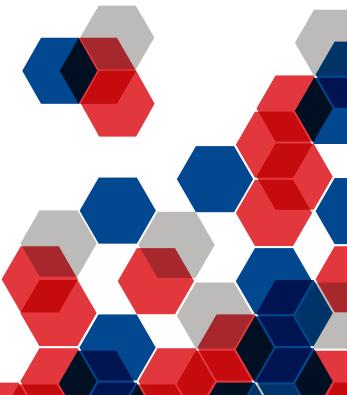
For further information and to apply, contact:

Fern Canning, Overseas Events Coordinator <u>fern.canning@the-eic.com</u> +44 (0) 20 7091 8617 68,000+ attendees from 120 countries



**51%** of exhibitors from international companies

## Price freeze on 2016 costs



### **Breakdown of participation costs**

There are various cost elements involved (all excluding VAT), as detailed below:

#### **SPACE**

The cost of space is £385/sqm.

#### FACILITIES CHARGE INCL. SHELL SCHEME

In addition to walls, carpeting and company/UK identification the shell scheme package will also provide power, lighting, display aids and furniture.

Facilities include stand cleaning, a UK Group Lounge and meeting rooms, a UK Group brochure, public relations, project management, organiser's costs, UK Group branding, hanging banners and lounge consumables.The above will be charged at a rate of £360/sqm.

#### **FREE-BUILD**

If you book one of the free-build stands, in addition to the charge for space, a supplemental facilities fee of  $\pounds$  120/sqm will be chargeable to recover EIC's costs of ancillary facilities listed above (apart from shell scheme and furniture package).

PLEASE NOTE that exhibitors exercising this option will not be allowed to use hanging banners and walls cannot be constructed any higher than 4 metres. Free builds will need to be constructed with a half-metre pull back from the aisle either side of the stand.

#### MANAGEMENT FEE

The EIC management fee for work undertaken in organising, administering and supporting the UK Group is:

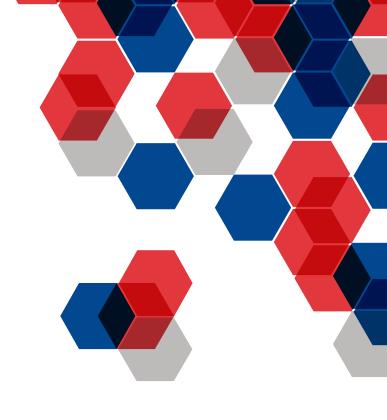
Members of EIC –  $\pounds725$ Non-members of EIC –  $\pounds975$ 

#### **CORNER FEE**

There will be a 25% charge of space costs for each corner location.

#### SUB-EXHIBITORS' FEE

If you intend to have sub-exhibitors on your stand at OTC, a supplemental management fee of  $\pounds150$  per sub-exhibitor is applicable.



The provision of space, arrangements for design and construction of stands and the administration and coordination of the UK group are referred to in EIC's Terms and Conditions as the 'Services'.

#### **BREAKDOWN OF FREE-BUILD COSTS (EX VAT)**

Stand size	<b>30m</b> <sup>2</sup>	<b>36m</b> <sup>2</sup>
Costs		
Space @ £385 /sqm	£11,550	£13,860
Facilities Fee @ £120/sqm	£3,600	£4,320
Corner Fee @ 25% of space cost	£2,887.50	£3,465
Management Fee (ii)	£725	£725
Participation Cost (i)	£18,762.50	£22,370

#### BREAKDOWN OF SHELL SCHEME COSTS (EX VAT)

Stand size	<b>9</b> m²	<b>12m</b> <sup>2</sup>	15m <sup>2</sup>	18m <sup>2</sup>	<b>21m</b> <sup>2</sup>
Costs					
Space @ £385/sqm	£3,465	£4,620	£5,775	£6,930	£8,085
Facilites Charge @ £360/sqm	£3,240	£4,320	£5,400	£6,480	£7,560
Management Fee @ £725 <sup>i</sup>	£725	£725	£725	£725	£725
Participation cost (iii)	<b>£7,430</b>	£9,665	£11,900	£14,135	£16,370
Stand including a corner (extra 25% of costs)	N/A	(+£1,155) £10,820	(+£1,443.75) £13,343.75	(+£1,732.50) £15,867.50	N/A

(i) add £250 for a non-member; (ii) add £150 for each sub-exhibitor. Note that where applicable, Sub-exhibitors' fees, Free-build option or corner fees will be charged.

#### **APPLICATION TO PARTICIPATE – OTC 2017** NRG PARK, HOUSTON, TEXAS, USA, 1-4 MAY 2017

Please return to fern.canning@the-eic.com

	,	,	,	,					
We wish	to participate i	n the UK gr	oup and	confirm that we	accept the	Terms and Conditions	issued by the E	IC and the organis	ers SPE
(available	e on request). *	*Compulso	ry field	ls must be com	pleted.				

Name (in caps):*	[	Date:*		
The Exhibitor warrants that the person submitting				
1. UK COMPANY DETAILS (FORM	IS WITHOUT UK REGISTERI	ED COMPANY DET	AILS WILL NOT	BE ACCEPTED
UK company:*		r/non-member:*		-
LUZ a dalua a s.*				
Contact name:*				
Email:* Tel (switchboard):*	Website			
Products/services:				
Note: if you intend to have sub-exhibitors	s, please provide similar de	tails for each sub-	exhibitor.	
2. SPACE RESERVATION* (Please	e note that the minimum sta	and size is 9sam.)		
We wish to apply for the following space		-		
Our preferred stand numbers (in order of			2	
3. MANAGEMENT FEE				
EIC member – $\pounds725$ (ex VAT); EIC non-me		management iee		with in any eve
booking. (2) On receipt of your booking, I invoice. All costs and fees below are exc Space costs – £385 per sqm:		-	-	-
Facilities charge (including Shell Scheme)	) – £360 per sqm:			
Facilities charge (Free build option) – $\pounds12$	20 per sqm			
Management fee – $f725/f975$ (due with	application)			
Sub-exhibitors – $\pounds150$ per sub-exhibitor				
Corner fee – 25% of total space cost		 		
Landora a abaqua (bankara draft mada r	aavabla ta	lota	l:	
I enclose a cheque/bankers draft made p the Energy Industries Council for the sun	-			
Note: Please contact EIC for account det		ank transfer.		
5. CREDIT CARD FOR MANAGE			mation FIC will	and you a race
If you wish to book by credit card, please				-
	Card ty Expiry (			
Start date: Name on card:				
	01511414			
<b>6. VAT</b> The management fee and all other charg to you as acknowledgement of your payr		vhen invoiced. A re	eceipted invoice	will be forward
7. TERMS AND CONDITIONS				
	Exhibitions apply and have precedence	ce in case of conflict. In a	addition this Application	on and the explanator
EIC Terms and Conditions for Companies Participating in note issued by EIC and SPE are deemed to be incorporat favour of EIC, which are included so that we can keep the	ed in and form part of this contract.	The contract contains sor	me limitations and exc	clusions of liability in

note issued by EIC and SPE are deemed to be incorporated in and form part of this contract. The contract contains some limitations and exclusions of liability in favour of EIC, which are included so that we can keep the costs within reasonable bounds. The availability of the space and shell scheme applied for is not guaranteed. The contract will come into existence when (1) you and EIC have initially agreed the size of the space and shell scheme and (2) EIC has received payment of the Management Fee. Please note also that, in order to present a tidy appearance and give fair prominence to all exhibitors, (1) you may not embellish the identity panels of your stand by using unauthorised graphics etc, and no graphics outside or above the allocated stand space are permitted; and (2) EIC may, at its discretion, require you to reduce the volume or turn off your audio equipment.



"The EIC provides great help to ease participation as an exhibitor for OTC."

> Enrique Sanchez, Shand Engineering Ltd

"Attending OTC gives us an opportunity to renew acquaintances with old contact and colleagues as well as meeting new contacts and building new relationships."

Tim Ley,

Land and Marine Engineering Ltd

"This exhibition is the best we have attended globally, both in terms of quality of customers and people. We have generated lots of new opportunities in North America and beyond. We thank The EIC for supporting our presence here."

> Spencer Linsell, PJ Valves

"The EIC does a first class job in organising events and supporting on the ground during the shows should assistance be required."

Paul Barry, Cargostore International Ltd

> UK GROUP MEMBER VIEWS FROM OTC 2016