

VALVE WORLD EXPO



27-29 NOVEMBER 2018
DUSSELDORF, GERMANY



The EIC are proud to be organising and managing the UK National Pavilion at Valve World Expo 2018.

Valve World is the world's leading exhibition for fittings and valves. The biennial show is now in its fourth edition and is the most important show for valve technology, piping and flow control professionals.

Exhibit on the UK Pavilion and generate new sales leads, increase brand awareness within the European oil & gas market, meet with & sell to existing and new clients and launch new products & services.



12,500 visitors

725 exhibitors

20,000 m² exhibition space

Full benefits of participation

- Prime location for the UK group at the show
- Innovative UK branded stand design to draw visitors to the group
- Promotion of the group through various publications/press releases
- Entry for each exhibitor in the Guide to UK Group Brochure
- Dedicated project manager to assist prior to and onsite at the show
- Dedicated travel and freight partners
- Experienced organisation

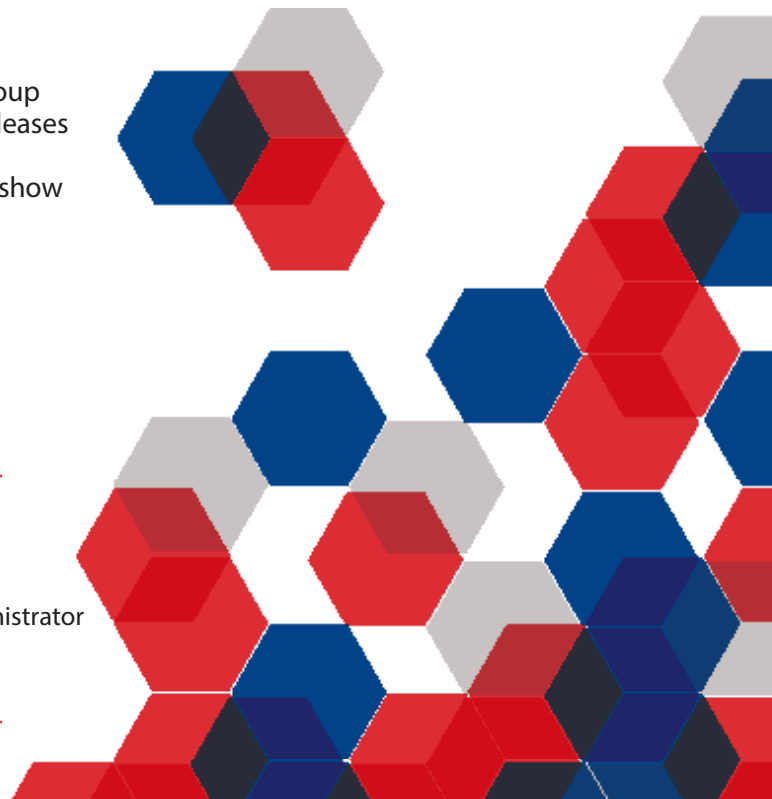
In partnership with:



Department for
International Trade

For further information
and to apply, contact:

Lucia Durante, Overseas Events Administrator
Lucia.Durante@the-eic.com
+44 (0) 20 7091 8617



Breakdown of participation costs

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

SPACE

The cost of space is £400/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 refreshment area, 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 £250/sqm.

Please note: there is no free build option for Valve World.

MANAGEMENT FEE

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

Members of EIC – £725

Non-members of EIC – £975

CORNER FEE

There will be a £300 charge for each corner location.

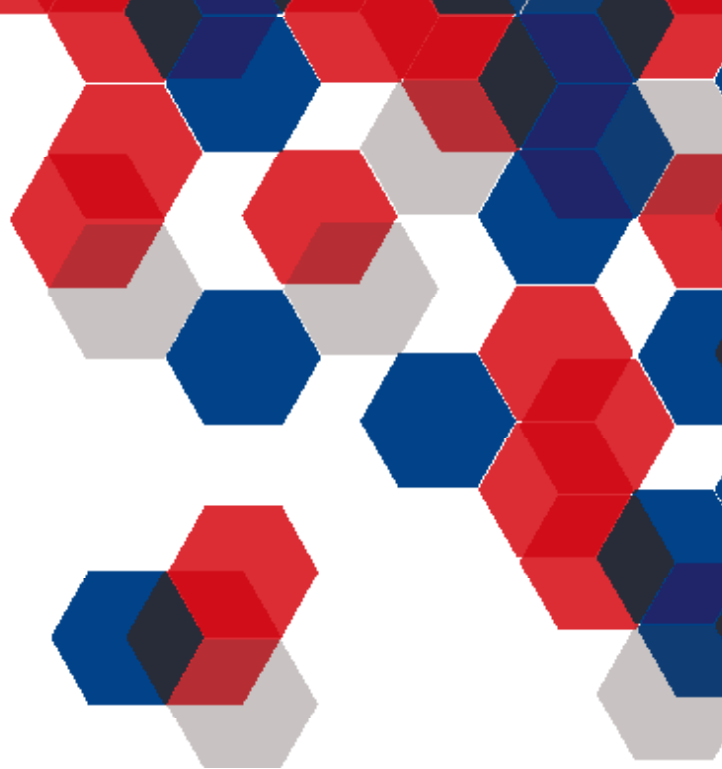
SUB-EXHIBITORS' FEE

If you intend to have sub-exhibitors on your stand at WNE, a supplemental management fee of £150 per sub-exhibitor is applicable.

MEDIA FEE (ORGANISER COMPULSORY CHARGE)

Charged at £400 p/company and includes your online marketing profile and matchmaking service.

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



WHY EXHIBIT AT VALVE WORLD 2018?

VALVE WORLD EXPO 2018 will again be the No. 1 trade fair for industrial valves: innovation platform, industry meeting point, trend barometer! Establish contacts with suppliers and customers with purchasing and decision-making competence. And open up new markets worldwide.

Take advantage of the unique opportunity to meet all of the important decisionmakers of an entire industry. And present your portfolio and your potential there, where international experts gather information on the technologies of today and the possibilities of tomorrow.

Industrial valves and valve technology as key technologies are indispensable in nearly every industrial sector. Accordingly, many industries are represented through buyers and users at VALVE WORLD EXPO: Oil and gas industry, petrochemistry, chemical industry, foods, marine and offshore industry, water and wastewater management, automotive industry and mechanical engineering, pharmaceutical and medical technology as well as power plant technology.

BREAKDOWN OF SHELL SCHEME COSTS (EX VAT)

Stand size	6.25m ²	7.5m ²	9m ²
Costs			
Space @ £400/sqm	£2,500	£3,000	£3,600
Facilities Charge @ £250/sqm	£1,562.50	£1,875	£2,250
Management Fee @ £725 ⁱ	£725	£725	£725
Media (Organisers) Fee @ £400	£400	£400	£400
Participation cost ⁽ⁱⁱⁱ⁾	£5,187.50	£6,000	£6,975

(i) add £250 for a non-member; (ii) add £150 for each sub-exhibitor and £300 for each corner. Note: other stand sizes are available

We wish to participate in the UK group and confirm that we accept the Terms and Conditions issued by the EIC and the organisers Messe Dusseldorf (available on request).

Signature: _____

Name (in caps): _____ Date: _____

1. UK COMPANY DETAILS

UK Company: _____ Member/non-member: _____

UK Address: _____

Contact name: _____ Position: _____

Email: _____ Website: _____

Tel (switchboard): _____ Tel (direct line): _____

Products/services: _____

Note: if you intend to have sub-exhibitors, please provide similar details for each sub-exhibitor.

2. SPACE RESERVATION (Please note that the minimum stand size is 6.25sqm.)

We wish to apply for the following space and shell scheme _____ m²

Our preferred stand numbers (in order of preference) are: 1. _____ 2. _____ 3. _____

3. MANAGEMENT FEE

EIC member – £725 (ex VAT); EIC non-member – £975 (ex VAT). The management fee is payable forthwith in any event.

4. PAYMENT (1) Payment of the management fee is due with the application and is a precondition of a valid booking. (2) On receipt of your booking, EIC will invoice for the balance of charges. Payment is due within 30 days of invoice. All costs and fees below are excluding VAT. NB Outstanding payments will result in your space being released.

Space costs – £400 per sqm: _____

Facilities charge (including Shell Scheme) – £250 per sqm: _____

Management fee – £725/£975 (due with application) _____

Media fee (organiser's fee) – £400 _____

Corner fee – £300 _____

Sub-exhibitors – £150 per sub-exhibitor _____

Total: _____

I enclose a cheque/bankers draft made payable to the Energy Industries Council for the sum of: _____

Note: Please contact EIC for account details if you wish to pay by bank transfer.

5. CREDIT CARD PAYMENT

If you wish to book by credit card, please supply details below. Upon transaction confirmation, EIC will send you a receipt.

Card number: _____ Card type: _____

Start date: _____ Expiry date: _____

Name on card: _____ Signature: _____

6. VAT

The management fee and all other charges will be inclusive of VAT when invoiced. A receipted invoice will be forwarded to you as acknowledgement of your payment.

7. TERMS AND CONDITIONS

EIC Terms and Conditions for Companies Participating in Exhibitions apply and have precedence in case of conflict. In addition this Application and the explanatory note issued by EIC and Messe Dusseldorf 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.



Testimonials from past EIC Exhibitions

"The whole EIC team were a pleasure to deal with. It was really helpful having the business lounge throughout the event"

Julia Stuckey,
Nuclear South West

"Thanks to the EIC for creating such an easy environment and excellent logistical support. The service enabled our people to focus on business development and do our job well"

Spencer Linsell,
PJ Pipe & Valve Co

"The EIC pavilion at ADIPEC gives us the perfect platform to meet new clients, get enquiries and ultimately win new business"

Ellie Tough,
TWMA

"Professionally hosted pavilion with friendly and welcoming event team staff"

Joe Wilcox,
SC Innovation

"Excellent stand location and design"

Steve Shanahan, Vinci
Technology Centre UK Ltd