



# **TULLET PREBON LONDON INTERNATIONAL BOAT SHOW**

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**6th - 15th January 2012**

**Exhibition Stand Application Form**

For all enquiries please call +44 (0) 1784 223816  
The Yacht Harbour Association, Marine House, Thorpe Lea Road, Egham, TW20 8BF - UK



**WHICH MARINA?**  
FIND YOUR BERTH HERE

## The London International Boat Show...

will be held at the Excel Exhibition centre from  
Friday 6th January 2012 to 10am to Sunday 15th January 2012.

**TYHA run the popular 'Which Marina?' feature at the show and would like to invite you exhibit on the stand and to make it easy for a boat buyer to make the choice on where to berth.**

### Designed to help you exhibit

The feature is designed to help marinas exhibit at the London Boat Show in an affordable way as part of a large, prestigious stand. Our boat show service includes all costs such as stand design, build, staffing, printing, health and safety, cleaning and insurance and we also work hard to attract VIP visits and events to maximise your exposure.

We would like to offer you the opportunity to take part in the Which Marina stand at the next Tullet Prebon London International Boat Show. There are three exhibition options available:

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**Option 1:** 2 x 1 meter panel - £2,200 + VAT

**Option 2:** Fully bespoke pod - £17,600 + VAT

**Option 3:** 1 x 1 meter panel - £1,200 + VAT

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### Discounts are available!

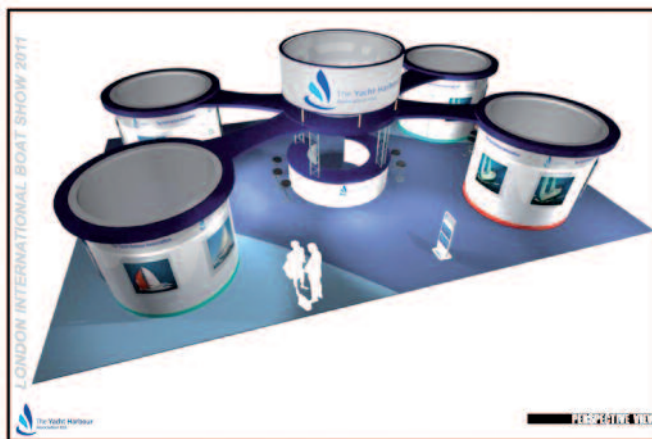
- **10% early payment discount** - full payment received before 1st September 2011
- **5% early payment discount** - full payment received 1st September 2011 - 31st October 2011
- **10% discount** for reusing all of your previously printed graphics

### Booking deadline

Bookings must be received no later than 7th November 2011 and graphics submitted by 14th November.

### To make a booking

- **Choose your required option**
- **Fill in the booking form overleaf**
- **Return the booking form with full payment**



## Option 1 – 2 x 1 meter panel - £2,200 +VAT

- As with 1 x 1 meter panel but full height of the pod  
This is the most popular option on the stand and is one of a set of eight on each cylindrical pod.
- Includes 2 complimentary brochure holders
- Up to 4 additional brochure holders can be purchased at £30 +VAT each
- 2 hours of meeting room facilities is offered in the package but must be booked in advance and is subject to availability. If the room is available during the show it can also be used on a casual basis. Any time over and above this is charged at £30 + VAT per hour



## Option 2 – Fully bespoke pod - £17,600 +VAT



Following the success of last year, we are pleased to offer the option to book an entire pod and to modify its design to suit your needs.

- TYHA fully manage the stand design, build and operation as part of your fee, we also provide storage, meeting room facilities, show tickets and promotional support for you as part of the service
- Basic cost £17,600 + VAT which is equivalent to 8 full panels
- Price includes 162 meters of printed graphics and a pod presented and wired as normal
- Bespoke options are subject to TYHA and stand builders approval as they must fit with exhibition rules and the

Which Marina ethos and image, however we will accommodate you where possible

- TYHA will contribute 50% of the cost of bespoke features up to a maximum contribution of £1,000 + VAT
- 6 hours use of the meeting room facilities are included in the package but must be booked. Any time over and above this is charged at £30 + VAT per hour
- Normal terms of participation on the TYHA stand apply

Spaces are limited to no more than 50% of the stand for this feature and we recommend securing your space with a 10% deposit.

## Option 3 – 1 x 1 meter panel - £1,200 +VAT

- 1 x 1 meter panel which is one of a set of eight, mounted on a cylindrical pod
- TYHA fully manage the stand design, build and operation as part of your fee we also provide storage, meeting room facilities, show tickets and promotional support
- We will print and prepare your panel and host it throughout the show, drawing attention to visitors seeking a berth in your area
- You are required to supply graphics, brochures and copy for the boat show guide
- You may allocate staff to represent your company during the show on a rota basis however in your absence enquiries will be taken on your behalf and fed back daily
- Staff attending the show are asked to take part in daily stand briefings where possible and follow the basic dress code and rules
- 1 hour of meeting room facilities is included in the package but must be booked. Any time over and above this is charged at £30 + VAT per hour



## Exhibition Stand Application Form - 2012

Company Name

Contact Name  Position in Company

Address   
  
 Postcode

Email address

Telephone   Previous exhibitor Yes  No

	TYHA / BMF member	Non member	Running total
<b>Option 1:</b> 2 x 1 meter panel - £2,200 + VAT	<input type="checkbox"/>	£2,640 + VAT	<input type="checkbox"/>
<b>Option 2:</b> Fully bespoke pod - £17,600 + VAT	<input type="checkbox"/>	£21,200 + VAT	<input type="checkbox"/>
<b>Option 3:</b> 1 x 1 meter panel - £1,200 + VAT	<input type="checkbox"/>	£1,400 + VAT	<input type="checkbox"/>
Additional brochure holders (number) <input type="text"/>		£30 + VAT each	<input type="text"/>
Brochure dimensions <input type="text"/>			<input type="text"/>
Meeting room booking (hours) <input type="text"/>		£30 + VAT per hour	<input type="text"/>
<b>Total amount to be invoiced</b>			<input type="text"/>

## Terms and Conditions

- The Yacht Harbour Association will co-ordinate the design and build of a bespoke Marina Stand and the requested space will be allocated to the undersigned company providing the terms and conditions are complied with
- Payment must be received in full before 19th November to secure a space on the stand or according to the discount deadlines to qualify for applicable discounts
- Graphics must be supplied in high resolution format before 19th November and will be subject to approval by TYHA. If these are not supplied in time a refund cannot be issued
- Staff should adhere to stand rules which include:
  - Staff who are timetabled onto the stand should be well presented at all times
  - No eating, drinking or using mobile phones in public areas of the stand
  - If you wish to assist the manning of the stand it will be on a rota basis co-ordinated by TYHA
- Brochures, including price lists, will be personally supplied to the TYHA stand on Press Day and TYHA will not take responsibility for the return of unused brochures
- Receptions/Social functions require prior TYHA approval
- National Boat Show terms and conditions also apply to TYHA stand participants

### Methods of payment accepted:

A: Credit and Debit card payments

B: Direct bank transfer to:  
 The Yacht Harbour Association  
 National Westminster Bank 20 High Street, Ashford, Kent  
 Account No : 74487582 & Sort Code : 60 01 21  
 IBAN Number : GB 19 NWBK 600121 74487582  
 International Swift Code : NWB KGB 2L

Signed \_\_\_\_\_ Print Name \_\_\_\_\_

C: Cheque Payable to: The Yacht Harbour Association Ltd

Date / / 2011

**I have received, understood and accept the above Terms and Conditions - Please sign and return with your payment:  
 The Yacht Harbour Association, Marine House, Thorpe Lea Road, Egham, TW20 8BF - UK**