



APPLICATION FORM TO EXHIBIT ON LAND

Complete this form in full – AND DATE IT

By submitting this form, the Exhibitor applies to Southampton International Boat Show Limited, Company no: 1247541 ("the Organiser") to take space and facilities at the PSP Southampton Boat Show 2012, subject to the terms and conditions of this application form, the PSP Southampton Boat Show 2012 Terms and Conditions including Stand Design Rules & Regulations, the Submissions Guidance (available at www.southamptonboatshow.com/exhibitwithus), the Rate Card and the terms of the Confirmation of Space Letter. A legally binding agreement is created when the Confirmation of Space Letter is issued.

NO APPLICATION WILL BE ACCEPTED WITHOUT A 20% DEPOSIT
Please make cheques payable to: - Southampton International Boat Show Ltd.

'EXHIBITOR' (COMPANY NAME) _____

COMPANY NO.: _____

OF (EXHIBITOR'S FULL ADDRESS) _____

TRADING NAME: (IF DIFFERENT FROM COMPANY NAME) _____

CONTACT NAME: _____

TELEPHONE: _____

EMAIL/WEBSITE: _____

WE WISH TO EXHIBIT THE FOLLOWING
NB: THIS MUST BE COMPLETED IN ORDER FOR US TO PROCESS YOUR APPLICATION.

PRODUCT: (e.g. clothing) _____

BRAND: (e.g. Gill) _____

Smallest stand 3m x 3m

Type of space	Front	Depth	Total space	Sqm price	Total
Outside Open Space			sqm	£87.50	
Under Cover Open Space			sqm	£126.50	
Under Cover Shell Scheme Space			sqm	£277.00	
Small Boat Area - up to 2 Slots			slots	£293.00 per slot	
Small Boat Area - 3rd & 4th			slots	£1094.00 per slot	

THIS IS HOW TO CALCULATE YOUR DEPOSIT PAYMENT

EARLY COMMITMENT DISCOUNT OF 5% Pay on this schedule to benefit	A: Less BMF discount if applicable (see BMF discount entitlement card) %	£
	B: Cost of Stand space after BMF discount excluding VAT	£
PAYMENT GATES 20% Deposit no later than 24 Feb 2012 80% Final payment no later than 27 July 2012	C: Less Early Commitment Discount if applicable (5%)	£
	D: Total Stand cost including all discounts	£
	20% of space cost	£
	PLUS VAT at 20%*	£
	Total payment required with application	£

*Current VAT rate at time of going to press - subject to change. A VAT invoice will be issued when payment is received. All details correct at time of going to print but may be subject to change and availability. E&OE.

ANY SPECIAL REQUIREMENTS/REQUESTS, E.G. PREFERRED LOCATION OR SAME SPACE AS LAST YEAR.

PLEASE PRINT IN BLOCK CAPITALS

Signed for and on behalf of Exhibitor: _____

Signature: _____

Date: _____

Job Title: _____

Please note that your deposit is non-refundable after you have accepted and confirmed your stand positioning. This does include cancellation of stands. Please refer to point 2.7 of the Terms and Conditions.

FOR ANY QUESTIONS PLEASE CONTACT THE SALES TEAM

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MARKETING QUESTIONS

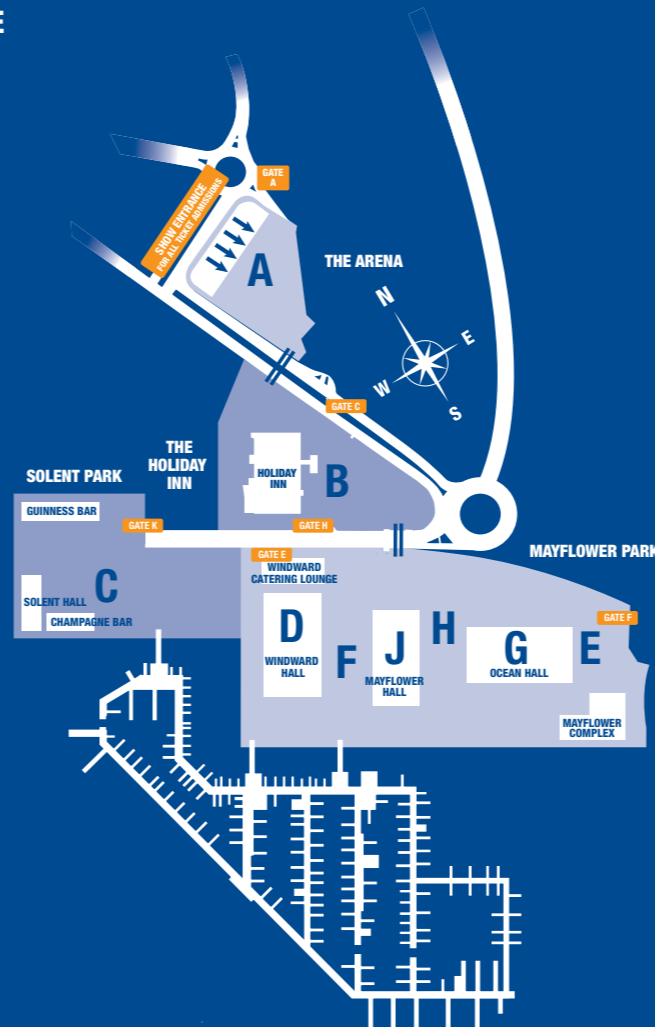
Ashika Gauld
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PR QUESTIONS

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OPS QUESTIONS

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EXHIBITOR INFORMATION

For all Exhibitor information go to
www.southamptonboatshow.com/exhibitwithus

IT'S ALL ON THE WEBSITE

This information pack is available on a special Exhibitor's website, www.southamptonboatshow.com/exhibitwithus. The site includes the Terms and Conditions which you must read in advance of signing your contract.

The site also holds other important information including:

- Information on exhibition space and the options available to you
- Dates and show opening hours

6 SIMPLE STEPS TO EXHIBITING

- 1) Read all documentation
- 2) Fill out application form
- 3) Post with 20% deposit payment
- 4) Receive details of available space
- 5) On acceptance of proposal, receive confirmation of space with 80% final invoice
- 6) On payment of final invoice receive allocation of free exhibitor passes



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www.southamptonboatshow.com



IT'S YOUR OPPORTUNITY

EXHIBITOR SALES PACK 2012

SOUTHAMPTONBOATSHOW.COM/EXHIBITWITHUS

CONTAINS ESSENTIAL INFORMATION AND BOOKING FORM

BROUGHT TO YOU BY:

National Boat Shows



British Marine Federation

