



RATE CARD (Excluding VAT)

Type of Space	2010 Nett Rates	With 5% Early Commitment Discount
Under Cover Open Space / SQM	£116.52	£110.69
Under Cover Shell Space / SQM	£255.22	£242.46
Outdoor Open Space / SQM	£80.55	£76.55
Small Boat Area (up to 2 slots / 5m x 2.5m Space)\slot	£269.50	£256.03
Small Boat Area (3rd & 4th slot at normal outdoor open rate)\slot	£1006.72	£956.39
Marina Berth / LOA x Beam	£181.76	£172.67
Marina Hospitality Deck	POA	POA

PAYMENT SCHEDULE

In recognition of the current economic climate, Southampton International Boat Show Ltd. is pleased to offer a 5% **Early Commitment Discount** for applications with deposit received by **19th February** to those who pay their invoices within the following payment schedule:

10% deposit with application form received by **19th February 2010**

40% received by **21st May 2010**

50% received by **23rd July 2010**

INFORMATION

Under Cover Open Space: Open areas on wooden flooring within well-lit temporary Halls on which Exhibitors construct their own Stand. Stands must have appropriate flooring and include a Stand identification sign and number. Stands must have Walls of at least 2.5m high, and be a maximum of 3m high around the perimeter, and 4m high at the centre. Please note, only small boats and inflatables (dinghies, canoes etc.) will be permitted in the Halls.

Under Cover Shell Space: A unit system with wooden floors, of standard 3m depth and 3m frontage (plus multiples of ½m), and 2.5m high, with white melamine-faced Walls and blue floor covering, complete with fascia, sign-written with company title and Stand number. (Individual fascia signs are not permitted). Electrical installation is not included.

Outdoor Open Space: Clearly defined areas on hard standing or well compacted grassland. Demarcation lines must be adhered to. If using a caravan or mobile display unit the overall length including tow-bar must be allowed for.

Small Boat Area: Each small boat Space is 5m in length x 2.5m depth. Applications for small boat Exhibits are accepted in units of one or more Spaces up to 4 per Exhibitors. Small boat Spaces may only be used for the display of small boats and no other products or services. Only one boat may be accommodated on each Space (i.e. maximum length of any boat to be no more than 5m).

Marina Berth: Mooring Space to be calculated by the overall length times the maximum beam. E.g. length 10m x max beam 3m = 30m². Fenders and anchors where necessary, must be provided. If, upon arrival, the Exhibitor wishes additional cleats to be fitted to the pontoon, these may be available at extra cost through the Marina Manager.

Hospitality Deck: An area of pontoon deck in the Marina which is specifically designated for hospitality purposes.

Please note: units larger than the Space allocated will have to be removed from the Show.

DISCOUNT ENTITLEMENT FOR FULL BMF MEMBERS

See paragraph 3 of Terms and Conditions for details. Discounts do not apply to Marina Hospitality Decks.

To work out your discount entitlement, please follow the chart below. If unsure of discount scale please contact the sales team on: 01784 223618.

		Years of exhibiting continuously					
		0	1	2	3	4	5
BMF (Full Members Only)	Current Exhibitor	2.50%	5%	10%	15%	20%	25%

If in future you miss a year as an exhibitor, you will revert one year on the appropriate discount scale.

PLEASE ENSURE DEPOSIT PAYMENT IS SENT WITH THE APPLICATION FORM TO SECURE YOUR PRESENCE AT THE SHOW