

RATE CARD



Type of Space	2011 Rates
Open Space 0 - 75 SQM	£153.28/SQM
Open Space 76 - 150 SQM	£151.42/SQM
Open Space 151 - 225 SQM	£149.66/SQM
Open Space 226 - 300 SQM	£147.28/SQM
Open Space 301 - 450 SQM	£142.26/SQM
Open Space 451 + SQM	£141.54/SQM
Shell Scheme All Dimensions	£291.87/SQM
Dockside Berth Length Overall x Beam	£127.62/SQM
Boardwalk Length Overall x Beam	£153.28/SQM
Canal Boat	£1,242.00/BOAT

All rates exclude VAT and any discount.

EARLY COMMITMENT DISCOUNT (ECD)
TAKE ADVANTAGE OF 7.5% DISCOUNT ON YOUR SPACE*

TO QUALIFY FOR THE ECD:

- Existing exhibitors need to take 90% of their 2009 space
- Exhibitors that were new in the Show in 2010 need to take 90% of their 2010 space
- New Exhibitors to the Show for 2011 need to meet all payment gates

*All payment gates must be met in order to benefit from discount.

PAYMENT GATES:

50% Deposit with application form
 50% No later than 26th Nov 2010

Excludes canal boat berths.

SPACE DESCRIPTIONS

Open Space: An open area within the Halls in which an Exhibitor must construct their own stand. Stands must have walls as permitted in the relevant zone. There must be appropriate flooring laid and display the obligatory Stand identification sign and number.

Shell Space: A unit octanorm system, minimum 3m depth and 3m frontage (plus multiples of 1/2m), and 2.5m high, with white melamine – faced walls and blue carpet tiles, complete with fascia, sign-written with company title and stand number. (Individual fascia signs are not permitted). Electrical installation is not included.

Dockside 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.

Canal Boat Berth: Mooring space per boat, fenders and anchors where necessary.

Boardwalk: Elevated platform produced by Organisers to include carpet and an electrical socket per boat.

Special Rate For Start Up Companies:

We have created an opportunity for companies to receive a one year only introductory package in their first year of exhibiting. Contact the Sales Team for more information.

Terms and conditions apply.

THE TULLETT PREBON LONDON INTERNATIONAL BOAT SHOW IS PRODUCT SECTIONED

- What area would your product work best in?

Clothing & Chandlery (CC)

Boating Chandlery and Leisure Clothing

Communication and Navigation (CN)

Satellite Navigation, chart plotters and telephones

Deck Equipment (DE)

Antifouling, Decking, Rigging, Ropes etc

Dinghy (DG)

Wooden, plastic or fibreglass hulls powered by oars or sails.

Engines (EN)

Outboard, Inboard Engines and Engine equipment

Holiday & Charter (HC)

Holiday, Charter and Sea Schools

Inflatables (IF)

Inflatable Tenders and Ribs

Inland Waterways (IN)

River Craft Boats

Large Power (LP)

Powerboats that exceed 10m LOA

Marinas (MA)

Boat yards, marinas and properties

Onboard Systems (OB)

HVAC electrical power, galley and sanitation equipment

Sailboat (SA)

Sailboats of all sizes

Small Power (SP)

Powerboats with LOA under 10m

Watersports (WS)

Canoes, kayaks, wakeboards and windsurfing

BMF DISCOUNT ENTITLEMENT (FOR FULL BMF MEMBERS ONLY)

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

	To accrue full discount you must have exhibited continuously					
	1st Year Exhibiting	2nd Year Exhibiting	3rd Year Exhibiting	4th Year Exhibiting	5th Year Exhibiting	6th Year Exhibiting
BMF Full Members Only	2.5%	5%	10%	15%	20%	25%

If 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

