

# THE BIG 5 2016

## EXHIBITION SPACE CONTRACT

21 - 24 NOVEMBER 2016  
DUBAI WORLD TRADE CENTRE  
www.thebig5.ae



### Your Stand Profile

Please complete the entire contract with ALL fields specified

Company	S.I.D.I. EUROSPORTELO - AZIENDA SPECIALE C.C.I.A.A. RAVENNA		
Banner Name	The banner name that will appear on all show promotional material		
Address	VIALE L.C. FARINI, 14 - 48121 RAVENNA - ITALY		
Telephone	+39 0544 481443	Fax	+39 0544 218731
Email	euroinfo@ra.camcom.it	Website	www.ra.camcom.it

Company and address details entered in the contract will be used for the invoice. Please ensure the correct details are specified.

### Your stand details:

Stand number		Open sides	<input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4
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Package	Cost per sqm	Dimensions	Total square metres	Amount
Space Only	\$649	3.0 m x 3.0 m	9 sqm	\$ 5,841.00
Italy Special Build	\$748	m x m	0 sqm	\$ 0.00
Concourse Space Only	\$689	m x m	0 sqm	\$ 0.00
Concourse Shell Scheme	\$744	m x m	0 sqm	\$ 0.00
Double Decker	\$914	m x m	0 sqm	\$ 0.00
TOTAL				\$ 5,841.00

\* Improve your online visibility amongst 3,000 exhibitors on The Big 5 website and Mobile App before, during and after the show by ordering the priority enhanced online listing. Package includes: company logo in color; contact information; 250 word company profile; ability to load product photos, brochures and press releases.

<input type="checkbox"/> Add ONLINE Enhanced Entry	\$ 400.00
GRAND TOTAL	\$ 5,841.00
30% deposit due on application	\$ 1,752.30
70% due by 30th June 2016	\$ 4,088.70

Changes from Shell to Space Only, less than 30 days prior to the event will not be entitled to refund of shell cost. It is compulsory to enter the Grand Total amount in US \$

This application will form a contract between us. Having read and agreed to the terms and conditions, we hereby contract for the space as indicated above at such Exhibition for purposes of exhibiting goods as described above and we undertake to be bound by and observe and perform such conditions and to pay the balance as stated above on the stand/ space rental on receipt of invoice.

This form must be signed by a Director or person authorised to purchase on behalf of the company.

Space confirmed on behalf of dmg world media Dubai (2006) Ltd.

Full name of signatory	Giovanni Casadei Monti
Job Title	Managing Director
Signature	
Date	03/08/2016
Email	giovanni.monti@ra.camcom.it

Full name of signatory	Josine Heijmans
Job Title	Event Director
Signature	
Date	

**dmg events**

Please make payment quoting your Invoice Number  
By cheque to: DMG World Media Dubai (2006) Ltd., Suite 502-509, The Palladium Building, Jumeirah Lake Towers, PO Box 33817, Dubai, UAE.  
By transfer to: DMG World Media Dubai (2006) Ltd., C/o HSBC Bank Middle East Limited, PO BOX 66 Dubai,  
US Dollar Payment Account Number / IBAN: 030025076211 / A/E310200000030025076211, Swift code: BBMEAEAD  
AED Payment Account Number / IBAN: 030025076211 / A/E310200000030025076211, Swift code: BBMEAEAD  
**Azienda Speciale C.C.I.A.A. Ravenna**  
Viale L. C. Farini, 14 - 48100 Ravenna  
C.F. e P. IVA 02221960392  
Tel. 0544.481443 - Fax 0544.218731  
www.ra.camcom.it/eurosportello - euroinfo@ra.camcom.it

## Your Product Profile

1. Choose your main **Product Sector** - Your stand will be allocated accordingly on the floorplan

Tick **One Sector Only**.

<input type="radio"/> MEP Services	<input type="radio"/> Construction Tools & Building Materials
<input checked="" type="radio"/> Building Interiors & Finishes	<input type="radio"/> Smart Building & Design Technologies
<input type="radio"/> Building Envelope & Special Construction	

2. Choose the **Product Category** displayed at your stand.

You may select as many product categories as you like within the sector

MEP Services	Building Interiors & Finishes
Air-Conditioning, Ventilation and Heating (HVAC)	Bathrooms, Kitchens & Sanitary Ware
Plumbing and Water Technology	Marble, Ceramics & Stone
Electrical Systems	Flooring, Ceiling & Wall Finishes
Security and Fire Protection	Lighting
Solar Energy	Sealants, Coatings & Adhesives
Other _____	Other _____
Building Envelope & Special Construction	Construction Tools & Building Materials
Windows, Doors & Sun Protection Systems	Construction Tools & Equipment
Roofing, Cladding & Glazing	Metal, Steel & Wood
Special Construction	Other _____
Outdoor Construction	
Other _____	
Smart Building & Design Technologies	Other
Software for Construction	Associations
Design Services	Education & Training
Other _____	Government
	Media

3. Answer Below Questions:

a. Are you a	<input type="radio"/> Distributor	<input type="radio"/> Manufacturer	<input type="radio"/> Both
b. Are you looking for a distributor in the region?	<input type="radio"/> Yes	<input type="radio"/> No	
if yes, please specify which country:			
<input type="checkbox"/> UAE	<input type="checkbox"/> KSA	<input type="checkbox"/> Qatar	<input type="checkbox"/> Oman <input type="checkbox"/> Kuwait <input type="checkbox"/> Bahrain <input type="checkbox"/> MENA Region
c. Is your product licensed for distribution in the GCC?	<input type="radio"/> Yes	<input type="radio"/> No	
d. Are you launching new products at the show?	<input type="radio"/> Yes	<input type="radio"/> No	
if Yes, which _____			
e. Are you interested in participating in the Live Demonstrations?	<input type="radio"/> Yes	<input type="radio"/> No	



## Your Contact Details

Daily contact person details: ☐ Same person as contract signatory

Contact Name	Francesca TRIOSSI		
Telephone	+39 0544 481482	Mobile	+39 335 366938
Email	francesca.triossi@ra.camcom.it	Job Title	

Marketing contact person details: ☒ Same person as daily contact person

Contact Name			
Telephone		Mobile	
Email		Job Title	

### Free marketing options

As part of your exhibiting package, you can choose from a range of free marketing options designed to ensure you achieve your goals at the event and maximise your ROI. Login to the exhibitor manual to find out more about these options, which include:

- Postcard invitations
- Email invitations
- Personalised email signature
- Web banner resizing
- Facebook product showcases
- ...and much more

### High level exposure

Additional paid opportunities are available if you wish to increase your visibility at the show and stand out from your competitors. Please select from the options below if you wish to receive additional information about these products:

- ☐ Advertisement in the Official Big 5 Show Preview & Dailies
- ☐ Sponsorship Opportunities
- ☐ Digital marketing opportunities

Finance contact person details: ☐ Same person as daily contact person

Contact Name	Simona VICENTINI		
Telephone	+39 0544 481469	Mobile	
Email	simona.vicentini@ra.camcom.it	Job Title	administrative

Are you interested in exhibiting at other Big 5 events

The Big 5 Saudi, Jeddah  
The Big 5 Construct India, Mumbai  
The Big 5 Kuwait, Kuwait City  
The Big 5 Construct Indonesia, Jakarta  
The Big 5 Construct East Africa, Nairobi

PMV Live, Dubai  
Middle East Concrete, Dubai  
Middle East Waste & Recycling, Dubai  
Commercial Cleaning & Hygiene, Dubai  
Elevators & Access Control, Dubai

FM EXPO, Dubai  
Gulf Glass, Dubai  
Intersolar Dubai  
HVAC R Expo Saudi  
Windows, Doors & Facades, Dubai

## TERMS AND CONDITIONS

### 1. TERMS OF REFERENCE

The terms and conditions set out herein shall be read and construed together with the contract particulars to form the Contract between the Exhibitor and Organisers.

'Exhibitor' shall include all employees, servants and agents of any company, partnership, firm or individual to whom space has been allocated for the purposes of exhibiting;

'Exhibition' shall mean the event/exhibition(s) referred to in the Contract overleaf;

'Organisers' shall mean the Organiser as specified in the Contract;

'Contract' shall mean the contract particulars and these terms and conditions.

'Force Majeure' shall mean acts of God, flood, drought, earthquake or other natural disaster, epidemic or pandemic; terrorist attack, civil war, civil commotion or riot, war, threat of or preparation for war, armed conflict, imposition of sanctions, embargo, or breaking off diplomatic relations; nuclear, chemical or biological contamination or sonic boom any law or any action taken by a government or public authority including without limitation, imposing an export or import restriction, quota or prohibition, or failing to grant a necessary licence or consent; collapse of building, fire, explosion or accident; any labour or trade dispute, strikes, industrial action or lockouts (other than in each case by the party seeking to rely on this clause, or companies in the same group as that party); non-performance by suppliers or subcontractors (other than by companies in the same group as the party seeking to rely on this clause); and interruption or failure of utility service.

### 2. APPLICATION FOR PARTICIPATION

All applications for participation shall be made on the prescribed contract form, which shall be submitted to the Organisers or their authorized representative(s), as notified, and once the Organisers receives the signed Contract and notifies the Exhibitor, this will constitute the Exhibitor's confirmation of participation and acceptance of the terms of contract. The Organisers, though not bound by this Contract to do so, will to the best of their ability attempt to meet the requirements of the Exhibitors. The Organisers reserve the right to accept or refuse any Contract without disclosing the reasons to the Exhibitor. No Exhibitor may refuse the space which is allotted to him, nor for such reason cancel his participation. If the participation of a prospective Exhibitor cannot be accepted due to lack of available space, the prospective Exhibitor shall not be entitled to claim or receive any compensation.

### 3. ALLOCATION OF EXHIBITION SPACE

3.1 The Organisers shall allocate the space in accordance with the nature of exhibits or in any manner they may deem fit. The Organisers reserve the right to change the space allocated to the Exhibitor at any time prior to the commencement of the erection of the booth by the Exhibitor and, at the sole discretion of the Organisers, to alter the space or transfer or close entrances or exits to the Exhibition facilities and to undertake such structural alterations as they may deem fit. The Exhibitor shall have no right to cancel his participation in the Exhibition nor to claim for compensation as a result of such changes.

3.2 If prior to the Exhibition the Exhibitor requests an alteration in the exhibition space it previously requested the Exhibitor shall be liable to pay an amendment charge equivalent to 10% of the Contract value. The Organiser is under no obligation to accommodate such request and at all times reserves its rights under Clause 3.1 above.

### 4. USE OF EXHIBITION SPACE

4.1 Exhibitors are entitled to exhibit only the announced products and must man the stand or space with competent personnel during the opening hours of the Exhibition. Any articles exhibited without prior authorisation may be taken away at the expense and risk of the Exhibitor. No change of items on display may be effected during the opening times of the Exhibition. Items may not be exhibited outside the limits of the space rented by the Exhibitor;

4.2 The Exhibitor is responsible for the cleaning, both inside and outside, of his stand(s) or space(s). Cleaning should not be carried out during the opening times of the Exhibition;

4.3 Failure to observe these regulations may result in the Organisers taking the steps they consider necessary against offenders, without assuming any responsibility whatsoever for the consequences arising from such violations of regulations.

4.4 The Organisers reserve the right to deny any visitor(s) admittance to the Exhibition as a whole or access to any particular stand(s) or space(s) or area(s) within it;

4.5 Exhibitors are not allowed to sublet or assign the stand(s) or space(s) allotted to them to other parties either wholly or in part without the written consent of the Organisers. Where such consent is given, each Exhibitor on a given stand or space will be jointly and severally liable under the terms of this Contract, and one representative should sign this Contract on behalf of all Exhibitors involved;

4.6 Exhibitors shall be liable for any damage to the walls or to any part of the Exhibition premises in which their exhibits are placed and shall not paint or otherwise alter the floors, ceilings, pillars or walls without the prior consent of the Organisers.

### 5. PAYMENT OF PARTICIPATION FEES

- Exhibitors shall pay the percentage of the fees specified in the Contract;
- The balance of the fees shall be due by the date specified in the Contract;
- Any and all additional facilities requested by the Exhibitor shall be paid for in advance, without exception;
- No Exhibitor may remove the products and samples from his stand or space until all dues to the Organisers have been paid and only in the authorized hours for doing so;
- Payments shall be remitted net of any bank charges to the bank details specified in the Contract.

### 6. TERMINATION OF THE CONTRACT

The Organisers may terminate this Contract if:

- The Exhibitor fails to comply with the payment terms of participation as given above. The allotted space will be cancelled and payment made to the Organisers shall not be refunded;
- The Exhibitor gives written notice of his intention to withdraw, which the Organisers, in their discretion, may permit by written confirmation, subject to the payment of a percentage of their total contract price by the Exhibitor to the Organisers as consideration and compensation for release from this Contract as follows:

Up to 9 months prior to the Exhibition.....	30% of total fees payable
Between 6 and 9 months prior to the Exhibition.....	50% of total fees payable
Between 3 and 6 months prior to the Exhibition.....	75% of total fees payable
Less than 3 months prior to the Exhibition.....	100% of total fees payable

The withdrawal of the Exhibitor will cause the Organisers loss and further costs in reselling the stand and the Organisers are therefore entitled to charge these administration fees.

- In case the Exhibitor fails to attend the exhibition for any reason, he shall be liable for paying the full amount of the total participation fee.

### 7. CANCELLATION OR CURTAILMENT OF THE SHOW BY ORGANISERS

In the event that the facility in which the show is to be held or is held is destroyed or becomes unavailable for occupancy, due to a Force Majeure event and/or any reasons beyond the reasonable control of the Organisers and sponsors, or if for any reason the Organisers is unable to permit the Exhibitor to occupy the facility or the space, or if the show is cancelled or curtailed, the Organisers and sponsors will not be responsible for any loss of business, loss of profits, damage or expense of whatever nature that the Exhibitor may suffer.

### 8. CHANGES

The Organisers have the unfettered right to modify the duration of the Exhibition or the opening and closing times thereof. Exhibitors shall not be entitled to any claim or compensation in connection with such modifications.

### 9. STAND CONSTRUCTION & DECORATION

Exhibitors may decorate their stand(s) or space(s) in accordance with the relevant guidelines and instructions issued by the Organisers, but only after obtaining written approval by submitting detailed scaled plans in duplicate no less than 2 months before the Exhibition.

### 10. MOVEMENT OF EXHIBITS

- Exhibitors shall bear the responsibility and expenses for the transport of exhibits to and from the Exhibition venue;
- Exhibitors shall make their own arrangements for storage and warehousing of their exhibits;
- Without prior authorisation from the Organisers, no article may be removed from a stand or space while the Exhibition is in progress, even if the said article has been sold (if applicable);
- Exhibitors shall remove all exhibits from the Exhibition venue within the period stipulated by the Organisers and shall indemnify the Organisers against any loss by reason of delay or damage to the Exhibition venue;

### 11. SECURITY

Exhibitors and their representatives should be present at their stands or spaces at all times during the opening hours of the Exhibition. They may not close their stand or space before the appointed time of closing.

### 12. FIRE REGULATIONS

The use of inflammable materials for stand or space decoration is prohibited unless such materials have been treated with a fire-retarding substance. All heating appliances should be mounted on fire-proof stands. All inflammable materials (such as empty boxes and packaging) should be removed immediately from the Exhibition venue.

### 13. INSURANCE, LIABILITY AND RISKS

- All Exhibitors shall indemnify and hold the Organisers and the venue owners harmless in respect of all costs, claims, demands and expenses to which they may be subject as a result of the Exhibitors act, errors or omissions, loss or injury arising to any persons howsoever caused while the said persons are upon or examining or passing the Exhibition stands or spaces, during the period of the Exhibition. The liability or risks of the employees, agents or exhibits shall at all times be the responsibility of the Exhibitors;
- All Exhibitors shall indemnify and hold the Organisers and the venue owners harmless in respect of all costs, claims, demands and expenses to which they may be subject as a result of cancellation, postponement or partial opening of the Exhibition;
- The Organisers shall not accept any responsibility or liability in respect of any damage to or theft of the Exhibitors property/items and the Exhibitor shall indemnify and hold the Organisers harmless in respect of all costs, claims, demands and expenses arising therefrom;



- d. The Organisers shall not accept any liability whatsoever and the Exhibitor shall indemnify the Organiser against all and any such losses that the Exhibitor may incur as a result of the Exhibitors failure to be granted the appropriate visa/entry authorisation of a particular Exhibition. This shall at all times remain the responsibility of the Exhibitor;
- e. All Exhibitors must obtain all approvals and licenses to enable the Exhibitors to legitimately exhibit and carry out their intended activity at the Exhibition and must have their corresponding operating licenses according to the rules and regulations of Dubai and the laws of UAE. Failure to do so resulting in any type of penalty or fine shall be at sole expense of the Exhibitor;
- f. All Exhibitors shall obtain all-risks insurance from an insurance company of good standing. In addition, all Exhibitors shall obtain third party liability insurance from a local insurance company of good standing to cover equipment and/or exhibits, whether or not such articles are their property. Furthermore should the Exhibitor be operating from its stand any sale of food or beverages it shall obtain the relevant liability insurance from a local insurance company of good standing in respect of any food and beverage storage and sale safety and hygiene requirements;
- g. The Exhibitor shall produce certified copies of the insurances policies described hereunder at the request of the Organisers.

#### 14. SUPPLEMENTARY CLAUSES

- a. The Organisers shall have the right, in all circumstances, to issue supplementary regulations, in addition to these present Terms & Conditions, to ensure the smooth management of the Exhibition. Such instructions shall be considered to be an integral part of the terms of the Contract, provided that they are made available to the Exhibitors in writing. The failure to object to any breach of any clause herein, by the Organisers, shall not constitute agreement to modification of this Contract or a waiver of any subsequent breach of such clause.
- b. Any additional clauses, supplemental regulations or updated Terms and Conditions are available to read on the official Exhibition website and we encourage the Exhibitors to check the same frequently.

#### 15. GENERAL CONDITIONS

- a. The Organisers shall have the right to cancel any Exhibitor's participation in the Exhibition if the said Exhibitor contravenes the regulations in any way, as determined in the sole discretion of the Organisers, and this without the Exhibitor having any claim to compensation or reimbursement for any or all financial commitments undertaken by him and still outstanding to the Organisers;
- b. Exhibitors are bound by all and any regulations applicable to participants in fairs, shows and exhibitions in the United Arab Emirates and hereby confirm that they are familiar with the same;
- c. The Organisers make no representations or give any warranties as to the success of the Exhibition, or in terms of the numbers or type of visitor or exhibitor attendance.

#### 16. REGULATIONS

- a. Exhibitors undertake to abide by all clauses whatsoever set forth by the Organisers herein or in any supplementary document(s). Such clauses are deemed incorporated and are in no way to be regarded as merely commentary. Any breach shall be adjudged in the Organisers sole discretion;
- b. By their very participation in the Exhibition, the Exhibitor acknowledges the right of the Organisers, to jointly or separately take unilateral measures for the defence and protection of the interests of the Exhibition, and of all or some of the Exhibitors; as well as any other measures that the Organisers deem useful or necessary to ensure the security of the premises, the Exhibitors and the visitors.

#### 17. FORCE MAJEURE

The Organisers shall not be responsible for the loss of or damage to any property of the Exhibitor or any other person caused by theft, fire, defect in the Exhibition venue, storm, tempest, war, labour disputes, lockout, explosions, acts of god and general causes of Force Majeure (as defined), whether or not ejusdem generis within the Organisers control or for any loss or damage sustained in the event that the opening or holding of the Exhibition is prevented, postponed or abandoned or if the exhibition venue becomes totally or partially unavailable for the holding of the Exhibition due to any of the foregoing causes, the Exhibitor shall hold the Organisers safe and harmless from all loss and damage and in no event shall the Exhibitor have any claim of damages compensation of any kind against the Organisers; and if it transpires that it is impossible to hold the Exhibition as scheduled due to any reason whatsoever, the already paid monies by the Exhibitor shall not be refunded unless the Organisers decide otherwise by refunding the payment after deducting their expenses.

#### 18. NOTICE AND TIME OF THE ESSENCE

- a. Any notice or other communication required to be given to the other under or in connection with this Contract shall be in writing and shall be delivered by hand at the address of the Parties set forth in the Contract particulars or to such other address provided in writing by the party to the other prior to the Exhibitions close, or if sent by recorded delivery (providing proof of postage or proof of delivery) or sent by facsimile or email to the other party's main fax number or email address as particularised in the Contract;
- b. Any notice or communication shall be deemed to have been received if delivered by hand, on signature of a delivery receipt or at the time the notice is left at the proper address, or on the (5th) fifth Business Day after posting if sent by recorded delivery or if sent by fax or email, on that Business Day provided it is sent before 5.00pm, otherwise at 9.00 am on the next business day. For the purpose of this clause Business Day shall mean a day on which the Banks are open for business in the UAE;

- c. Time shall be of the essence in each and every provision of this Contract whereby something is required to be done on or by a specified day or within a specified period by the Exhibitor.

#### 19. ENTIRE AGREEMENT

- a. The Contract together with these Terms and Conditions, and the other documents referred to herein constitutes the entire agreement between the Organisers and Exhibitor and supersedes all prior agreements or negotiations in connection with the subject matter hereof;
- b. No variation or waiver of any of the provisions of this Contract shall be binding unless in writing and signed by a duly authorised person of the Organisers and Exhibitor.

#### 20. SEVERANCE

In the event that any provision of this Contract is declared by any judicial or other competent authority to be void, voidable, illegal or otherwise unenforceable the parties shall amend that provision in such reasonable manner as achieves the intention of the Parties without illegality or at the discretion of the Organisers it may be severed from this Contract and the remaining provisions shall remain in full force and effect unless the Organisers decides that the effect of such declaration is to defeat the original intention of the parties in which event the Organisers shall be entitled without liability to terminate by notice in writing to the Exhibitor.

#### 21. WAIVER

The failure of either Party at any time to enforce any of the terms, provisions or conditions hereunder or to exercise any right hereunder shall not constitute a waiver of the same or affect that party's rights thereafter.

#### 22. INTERPRETATION

The headings of the clauses are inserted for convenience only and do not affect its construction.

#### 23. AGENCY

Nothing in this Contract shall be construed as making the parties hereto partners or joint ventures or render either party hereto liable for any of the debts or obligations of the other party and the Exhibitor shall in no way be considered as being an agent or representative of the Organisers in any dealings which the Exhibitor may have with any third party and the Exhibitor shall not act for or make any representation on behalf of the Organisers.

#### 24. INDEMNITY

The Exhibitor shall indemnify and keep indemnified the Organisers from and against any and all loss, damage, liability and legal fees and costs incurred by the Organisers arising from any act, neglect, omission or default of the Exhibitor its agents, employees, licensees or customers and/or any breach by the Exhibitor of its obligations under this Contract. Moreover the maximum Organisers liability to the Exhibitor in any event shall be limited to the fee paid to the Organiser by the Exhibitor.

#### 25. GOVERNING LAW

- a. The governing law of this Contract shall be the laws of Dubai and the UAE;

- b. Any dispute arising out of or in connection with this Contract, including any question regarding its existence, validity or termination, shall be referred to and finally resolved by arbitration under the Arbitration Rules of the DIFC-LCIA Arbitration Centre, which Rules are deemed to be incorporated by reference into this clause. The number of arbitrators shall be one (1). The seat, or legal place, of arbitration shall be the Dubai International Financial Centre, Dubai. The language to be used in the arbitration shall be English.

**S.I.D.I. EUROSPORTELO**  
 Azienda Speciale C.C.I.A.A. Ravenna  
 Viale L. C. Farini, 14 - 48100 Ravenna  
 C.F. e P. IVA 02221960392  
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