



BRITISH WATER
expertise worldwide

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**TRADE &
INVESTMENT** 
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In partnership with



ECWATECH 2010

International Water Forum

Moscow International Exhibition Centre,
1-4 June 2010

A UK Trade & Investment grant, up to £1800, is available for the first 10 eligible UK companies who wish to exhibit

This exhibition is for manufacturers and suppliers of products and services to the water and wastewater industry



ECWATECH

British Water is organising the UK presence at ECWATECH 2010, the largest water and wastewater forum in Eastern Europe. The exhibition, incorporating equipment and services for the recovery and protection of water resources; water treatment; municipal and industrial water supply; wastewater treatment; construction and operation of piping systems and water bottling, attracts around 800 exhibitors and 11600 visitors. Visitors typically include engineers; those from the construction; municipal housing; water supply and sewerage sectors with a large proportion visiting to research the market, maintain business contacts and purchase equipment and services. For further details on this show please visit www.ecwatech.com.

On a recent UK Trade & Investment visit to Russia British Water learnt that Russian companies are keen to collaborate with UK companies and this exhibition presents an ideal opportunity to showcase UK expertise.

We are working in conjunction with Overseas Fairs Division (part of Cox Exhibition Consultants Ltd) and they will be co-ordinating the group on behalf of British Water. We have been given a prime location by the organiser for the UK pavilion but please contact us should you require an alternative site.

SHELL SCHEME SPECIFICATIONS

- Your stand package includes: walling, carpet, UK features, lighting, electrical connections and a fascia board with your company name
- Stands constructed using Shell Scheme System (Octanorm or Similar)
- Furniture including a table and chairs. The exact amount will be dependent on your stand size which will be confirmed on booking.
- Lighting: general stand lighting to features etc plus an allocation of 1 x 100 watt spotlight per 3 sqm of floor space to each booth.
- Power Supply: all stands come with power supply to lighting, one power outlet (socket) per booth and electrical connection and consumption costs are included.

SPACE & CONSTRUCTION

£380.00 per sq.m



What You Get

UK TRADE & INVESTMENT GRANTS:

UKTI has allocated 10 grants of £1,800 for eligible UK companies. Please see the UKTI Terms & Conditions for the eligibility criteria.

PRE AND POST EXHIBITION MEETINGS

We anticipate holding an exhibitors meeting prior to the event to discuss all elements of participation. If required by exhibitors, we will also hold an on-site briefing in conjunction with the Overseas Post together with a debriefing meeting back in the UK to ensure exhibitors follow up correctly after the show and achieve the best results from their participation.

Costs

THE UK MANAGEMENT FEE

British Water members: £300 plus UK VAT

Non Members: £400 plus UK VAT

The UK management fee covers the costs of pre-event preparation, recruitment of companies (eligible and non-eligible), briefing meeting/s (if required), show administration prior to, during and after the event including staff costs and overheads:

- Marketing & promotion of the show to the UK industry
- Negotiating with organisers to secure the group location
- Signposting potential participants (eligible and non eligible) to other sources of assistance and guidance for exporting
- Promoting the show to appropriate trade associations
- Booking and paying for space
- Where required, issuing guidance on completion of organiser's order forms
- Making all subsequent arrangements between exhibitors and the organisers
- Ensuring all group members are correctly located within the event in accordance with organiser's rules
- Supervising stand construction
- Resolving any on-site problems
- Staffing the Information Stand to handle enquiries during the fair and to assist exhibitors throughout the event (including periods of assembly and dismantling)
- Provision of refreshments on the Information Stand
- Meeting any VIP's/official visitors and introducing them to exhibitors
- Statistical monitoring of results through in-house post show reports
- Reconciliation of accounts

OTHER COSTS

UK exhibitors will have to meet other costs such as additional stand fittings (if required); travel and freight costs; expenses and subsistence for company personnel; publicity; telephone and fax calls and, if required, a proportionate contribution towards the cost of a group discussion area if deemed necessary.

UKTI GRANTS:

From 1st April 2009, UKTI will only assist those SME's who are deemed to be New to Export with the exception of events taking place in markets where grants can be given to SME's who are New To Market. (Please see the full list in the UKTI grant application form). Also refer to the terms and conditions concerning the definition of both New to Export and New to Market eligibility.

For further help and advise on the grant process, please do not hesitate to contact The Overseas Fairs Division on 01564 784 999 and we shall be happy to help you.

UK VAT

UK VAT is chargeable on the UK Service fee and is recoverable by VAT registered companies.

EXCHANGE RATE FLUCTUATIONS

Any significant movement in the exchange rate would result in a rebate or an additional charge to the exhibitor. We will issue a reconciliation of accounts to all exhibitors following completion of the exhibition.

ECWATECH 2010

Moscow, Russia

1 - 4 June 2010



APPLICATION FORM FOR UK EXHIBITORS

Please draft a cheque, made payable to Overseas Fairs Division, and forward with this form to: The Overseas Division, 12 Hockley Court, Hockley Heath, Solihull, West Midlands B9 4NW. The invoice for space and construction will follow in due course.

INDOOR STAND PACKAGE	_____ sq.m @ £380.00 per sq.m (The minimum stand space is 9sq.m although smaller areas may be available.)	£
MANAGEMENT FEE	British Water Member @ £300.00 Non Member @ £400 UK VAT @ 17.5% on Fee only	£
	TOTAL	£
	TOTAL ENCLOSED	£

WE UNDERSTAND that if deemed eligible for support, a grant of £1,800 based on expenditure on exhibition space and stand construction will be claimed on our behalf which will be paid after the event.

WE DECLARE that this will be our _____ participation at an international exhibition with UK Trade & Investment Tradeshow Access Programme (TAP) support since 1 April 2009.

WE HAVE read and agree to abide by the UKTI Exhibitor Terms and Conditions and understand that by signing and returning this form we have entered into a binding contract.

WE UNDERSTAND that responsibility for insurance rests with individual exhibitors. No insurance of any kind is undertaken by British Water, Overseas Fairs Division (OFD) (Cox Exhibition Consultants) or UK Trade & Investment.

WE UNDERSTAND that the submission of this Application confirms that the signatory or signatory's employer/ company agrees to indemnify and keep indemnified British Water and OFD, its sub-contractors and its employees against any costs, charges and expenses, claims and losses of whatsoever nature arising directly from or attributable to any act or omission of the company or any of its employees or agents including any claim in respect of accident, injury, loss or damage arising out of or in any way connected with the display of goods at this event in any way.

NAME	POSITION
COMPANY	
ADDRESS	
	POSTCODE
TELEPHONE	FAX
EMAIL	WEBSITE
Products/Services to be exhibited	
SIGNED	DATE

For further information on attending this exhibition please contact Stuart Whitehill at stuart@overseasfairs.co.uk.