

THE VINEYARD & WINERY SHOW

19th November 2025

Kent Event Centre, Detling,
Maidstone, Kent ME14 3JF

**Booking
form**

An unmissable
event for anyone
working in
viticulture in the
UK and abroad.

Sponsored by



NFU Mutual
INSURANCE | PENSIONS | INVESTMENTS



In association with



WINEGB
WINES OF GREAT BRITAIN

WWW.VINEYARDSHOW.COM

#VINEYARDSHOW25



NOTICE TO ALL EXHIBITORS:

Please book your stand ASAP to avoid disappointment. Deadline for booking 29th August 2025.
Complete forms and return by email to: jamie.mcgrorty@kelsey.co.uk

FOR GENERAL ENQUIRIES PLEASE CONTACT ONE OF THE TEAM:

Booking enquiries Jamie McGrorty 01303 233883

INTRODUCTION

Organised by publishers of *Vineyard* Magazine, the Vineyard & Winery Show is celebrating its fifth anniversary event in 2025.

Since the first show in 2021 the event has grown from 80 exhibitors to 130 exhibitors promoting their brands and products.

2,000 visitors join us from all over the UK, with the average visitor travelling 100 miles to attend. The target audience is geared to attract anyone who is working in viticulture, from vineyard owners, wine makers, the trade and ones interested in getting into this thriving industry.

With the milestone of 1,000 commercial vineyards in the UK reached in 2024, viticulture is the fastest growing agricultural industry in the UK. With accolades for English and Welsh wines being received worldwide the UK wine industry has a bright and exciting future.

HOW TO EXHIBIT

There are two types of stands available:

- ◆ **Shell Scheme** – where we put up the walls of your stand for you and provide electrics, spotlights and print your name on the name panel above your stand at £89 per sq m.
- ◆ For £59 per sq m we can offer **Space Only** – which literally is as it sounds – the space is marked out on the carpet area for you to promote your company. For Space Only exhibitors services such as electrics are not included but these can be ordered separately by filling out page 8.

WHAT IF I NEED ELECTRICS OR FURNITURE?

All Shell Scheme stands come with standard electrics included at no extra charge but if you are an Open Space exhibitor and require electrics then please see page 9. If you are a Shell Scheme exhibitor and require additional electrical items then please see page 9.

Vineyard & Winery Show do not provide furniture but you can order this through our event partners Ability Hire.

If you require furniture please visit <https://form.jotform.com/243313492560352>

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SHELL SCHEME OPTIONS

Shell Schemes

Perfect if you require walls put up for you! Walls to rear, left and right (unless a corner plot is requested). Shell Scheme prices at £89 per square metre include electricity (one plug socket) and two spot lights.

3m x 2m £534

3m x 3m £801

4m x 3m £1068



Shell schemes include:

- Carpet (grey)
- Panelling and fascias (with your company name on)
- Two spotlights
- An electricity socket (maximum load 3kw – gang type extensions are permitted, up to the maximum loading)

The shell scheme panel size is 2350mm x 970mm +10mm bleed to ensure the edges fit neatly.



**** VELCRO HOOK & EYE (not supplied) is the only permitted item for fixing posters, graphics etc. No nails, pins, or staples etc. Picture hanging straps for heavy items or conventional hooks for picture rails should fit into the channel in the top of the panel.**

For all corner plot positions an extra 10% is added to above price. For additional power sockets, please visit www.excellelectrical.com.

All shell stands are charged £24.72 as a compulsory electricity charge, covering electricity usage during the show period.

OPEN SPACE OPTIONS

Furniture NOT included

Can be ordered from our event partner
Ability Hire – see page 5

Open Space only £59/sq m

Open Spaces include:

- Carpet (grey)

Open Space

Ideal for exhibitors who like to work from a blank canvas with a larger floor area.

Electrics are not included within the Open Space stand price of £59/sq m.

To book your requirements please visit
<https://order.excellelectrical.com> and use
access code VS25.

Open Space stands that book electricity will be charged £24.72 as a compulsory electricity charge, covering electricity usage during the show period.



FURNITURE

Furniture is NOT included.

Furniture and other exhibition stand items for The Vineyard & Winery Show 2025 can be ordered direct from event partner Ability Hire. Please use the dedicated furniture ordering page on Ability Hire's website: <https://form.jotform.com/243313492560352> or email sales@abilityhire.co.uk or call 0208 311 2800.



MEASUREMENTS

Please ensure your equipment will move comfortably through the cargo doors.

Maidstone Exhibition Hall: Ceiling height at the sides – 4.5m
Ceiling height at the highest point – 6.5m
Ceiling height graduates from 4.5m to 6.5m
Cargo Doors Roller Shutter 5m wide x 3m high

John Hendry Pavilion: Cargo Doors 4.7m wide x 3m high

Please note that stand holders will be responsible for any damage to the carpet.

WIFI

WiFi will be available at the show in the form of a wireless network infrastructure that is capable of casual browsing, email retrieval and low intensity web applications. Any exhibitor who has additional requirements should contact the Show Office with their requirements in writing.

CHECKLIST

Please ensure that you enclose ALL of the following with your application

Signed Application Form for trade stand and advertising space ☐

Completed and signed Risk Assessment form ☐

Copy of your Public Liability Insurance ☐

Correct remittance made payable to Kelsey Media Ltd ☐

It is recommended that you retain a copy of your application for your records.

Please note: we recommend that all bookings are made via our online booking portal at **www.vineyardshow.com/exhibitor-enquiry**. If you prefer to fill in the form opposite, simply scan and return by email to: jamie.mcgrorty@kelsey.co.uk

EXHIBITOR DETAILS

Please note: we recommend that all bookings are made via our online booking portal at www.vineyardshow.com/exhibitor-enquiry. If you prefer to fill in the form below, simply scan and return by email to: jamie.mcgrorty@kelsey.co.uk

Please complete using BLOCK CAPITALS

Company Name	
Contact Name	
On site Contact	
Address	
Post Code	
Telephone Number	
Mobile Number	
Email Address	
Website Address	

Shared stand ☐ If you are sharing a stand please supply their details below

Company Name	
Stand number requested* (if known)	
Open stand or shell scheme	
Stand size in metres	
Total cost	

*Please note, requesting a specific position doesn't guarantee this position unless agreed with show organisers. If you are unsure of the area or location you require contact Jamie on 01303 233883, who will be happy to help.

We have read and understood the organisers' Conditions of Acceptance and Rules for Health & Safety and agree to abide by them unconditionally. We also understand that failure to do so may result in us being asked to remove ourselves from the Showground with immediate effect.

Signed:

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Name:

--

For and on behalf of:

--

Date:

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DETAILS OF HEALTH & SAFETY CONTROLS AND PUBLIC LIABILITY INSURANCE FORM

Insurance Company

Certificate Number

Insured Limit

Health and Safety Policy (required if you employ 5 or more persons)

☐ (Tick if copy enclosed)

Risk Assessment Form It is important that you assess all the possible risks on your stand and make sure you have adequate controls in place to minimise them.

Organisation:

Address:

Responsible Person:

Date Assessment Undertaken:

Signature of Assessor:

HAZARD	POTENTIAL TO CAUSE HARM (Low, Medium, High)	PERSON AT RISK	CONTROLS TO MINIMISE RISK

Fire Risk Assessment:

Liquified Petroleum Gas on site? ☐ Yes ☐ No

PLEASE COMPLETE AND RETURN TO THE VINEYARD & WINERY SHOW TEAM KELSEY MEDIA,
THE GRANARY, DOWNS COURT, YALDING HILL, YALDING, MAIDSTONE, KENT, ME18 6AL

ELECTRICAL ORDER FORM:



SAVE TIME BOOK ONLINE AT www.excellelectrical.com

SELECT ONLINE ORDER AND USE ACCESS CODE VS25

Alternatively please complete this form using capitals.

By completing this form you are agreeing to our full terms and conditions printed in the exhibitor manual.

TRADE STAND ELECTRICITY SUPPLY ORDER FORM

Trade Stand Title (as will appear in Show Guide)

Invoice Address:

Postcode:

Contact Name:

Telephone Number:

Onsite Mobile No:

Email to send receipt:

If your requirements are not shown on this form then please contact our dedicated office team on 07715 355544 and we will be pleased to assist you. PLEASE ALSO REFER TO THE GENERAL TERMS AND CONDITIONS OF ELECTRICAL SUPPLY.

POWER WILL BE AVAILABLE FROM 1300 HRS ON TUESDAY 18TH NOV UNTIL 1800 HRS ON WEDNESDAY 19th NOV 2025

ELECTRICITY CONNECTION AND CHARGE	RATE INC VAT BEFORE 22ND OCT 2025	RATE INC VAT AFTER 22ND OCT 2025	QTY	TOTAL
Single 13 amp socket outlet (3KW- 13 amps Max)	£64.20	£80.25		
Twin 13 amp socket outlet (6KW - 20 amps Max)	£92.70	£115.88		
Direct Cee form connection – 16 amp - 1 Phase (Blue Plug)	£64.20	£80.25		
Direct Cee form connection – 32 amp - 1 Phase	£92.70	£115.88		
Direct Cee form connection – 32 amp - 3 Phase (Red Plug)	£158.10	£197.63		
Direct Cee form connection – 63 amp - 3 Phase (Red Plug)	£309.00	£386.25		
LIGHTING – ELECTRICITY SUPPLY IS REQUIRED IN ADDITION FOR LIGHTING	ADD SOCKET			
Area flood light (LED)	£61.80	£77.25		
SHELL SCHEME EXTRAS				
Twin 500W 13amp socket	£67.80	£84.75		
Extra spotlight for track	£11.40	£14.25		
ELECTRICITY CONSUMPTION COMPULSORY CHARGE	£27.72	£24.72		£24.72
Orders without the correct payment cannot be accepted	VAT IS INCLUDED			
TOTAL				

PLEASE RETURN FORM AND FULL PAYMENT TO:

EXCELL ELECTRICAL UNIT J, FRIDD FARM, BETHERSDEN, KENT TN26 3DX EMAIL bookings@excellelectrical.com

All forms must be returned with full payment: no later than 22nd October 2025 or be subject to a 25% surcharge (plus VAT) no exceptions!

We reserve the right to charge administration fees on all omissions to orders, please refer to our terms and conditions.

NO PAYMENT NO POWER

BACS PAYMENTS TO EXCELL ELECTRICAL EVENT SOLUTIONS LTD:

SORT: 09-01-29 ACC No. 39064325 REF : TRADING NAME & VS25

TO PAY BY CARD PLEASE BOOK ONLINE VIA OUR WEBSITE



CONDITIONS FOR SUPPLY & MAINTENANCE OF ELECTRICITY



1. Your VAT Receipt will be emailed to you once we have received your order and full payment. Please ensure we have an email address to send receipt.
2. All Exhibitors fittings and wiring must comply with the current I.E.E. Regulations, Local Authority conditions and Health & Safety Executive Directives.
3. Any refunds made to an exhibitor for a cancelled order will only be 50% of the order value excluding any surcharges or transaction fees. A Cancelled order is where an exhibitor books a supply pre show and then cancels their order pre show. No refunds will be issued for a cancelled order within 21 days before the event commences. This does not reflect our event cancellation refund policy explained in section's 19 and 20.
4. Electrical work by persons other than the official Electrical Contractor is prohibited. No person other than a member of Excell Electrical staff may alter or interfere with the installation.
5. The prices in the Schedule include the hire of all wiring, fittings and electricity consumed. Any specific breakages or damage to the installation (including faults caused by Exhibitor's wiring or appliances) will be charged to the Exhibitor.
6. If lighting points or socket outlets are required in a specific position on the Stand, a plan must be sent to Excell Electrical at least 21 days before the Show opens. If no plan is provided, the Engineer will use his discretion as to their position. Any fittings that have to be altered or moved will be at extra cost to the Exhibitor.
7. This form must be returned to Excell Electrical by the closing date shown, together with full payment. Any orders received after the closing date will be subject to a surcharge of 25%. No Cheques or BACS payments will be accepted as payment up to 1 week prior to event date. Orders can still be booked online.
8. Power will be available as detailed on the order form it may be available during build-up but that is not guaranteed and may be disrupted at any time until the Opening Day. Temporary power is not generally available for the purpose of stand construction etc.
9. Power will be switched off following show closure on the final day. Times detailed on order form.
10. Any exhibitor who requires power after closure on the final day must make prior arrangements with Excell Electrical where there could be an extra charge
11. Excell Electrical cannot be held responsible for failure to install an electricity supply, fittings, or other items ordered if the Stand or other Contractors have not completed their work. The Exhibitor will be liable for payment in full for such items installed, even if late. It is the responsibility of the exhibitor to ensure they have what has been ordered no later than the opening morning of the event. No refunds will be issued after the event, under any circumstances.
12. All installations and connections will be at the discretion of the Engineer in charge.
13. Excell Electrical cannot be held responsible for failure of electricity supplies under the control of the Supply Authorities, or for the failure of any mains producing generator sets. No losses actual or expected can be claimed for due to the loss of your power supply or lighting.
14. It may be necessary to disrupt the supply at any time for maintenance or safety reasons. This includes adverse weather or similar conditions not directly under the Electrical Contractor's control.
15. As part of a temporary installation, residual current devices protect all circuits. These devices may trip occasionally due to the build-up of residual earth currents. Exhibitors are warned to take extra precautions to prevent loss of computer data etc. Excell Electrical cannot be held responsible for such loss.
16. All generators must be supplied by Excell Electrical, except with written permission from both Excell Electrical and the Organisers
17. It must be noted that power will be provided via generators – surge protection is advised. Up until 13:00 hrs the day prior to the show we are still testing and commissioning the system. Exhibitors are advised not to plug into their supply until after 13:00 hrs the day prior to the event. Excell Electrical can not be held liable for any damaged caused to exhibitors' electrical equipment during this testing period.
18. If for any reason the event is cancelled due to Force Majeure (Adverse weather, Communicable diseases or UK Terrorism certified by UK Treasury) and is cancelled Excell Electrical will Not be issuing any refunds for orders received by exhibitors. We advise you to hold your own insurance.
19. If the event is cancelled or abandoned due to anything other than Force Majeure (detailed in 19.) There will be NO refund available for exhibitors under any circumstances. THIS ALSO APPLIES TO DEATH OF A MONARCH. If the event is postponed due to CV-19 government guidelines we will honour your order to the amended date. If however it is postponed to the following year a small charge may be applied to the order to cover increase in fuel costs etc.
20. Any omissions to the Exhibitor's order must be notified to Excell Electrical site office in writing (or by email) within 72 hours of the Show opening.
21. Excell Electrical reserves the right to apply a £25.00 administration charge to all refunds.
22. Due to the design and layout of the installation, it may be necessary to position mains panels etc. onto Exhibitor's Stands. Any such positioning will be kept as discreet as safely possible.
23. Sharing of power between Exhibitors is prohibited.
24. No claim for loss or expense (actual or expected) will be accepted as a result of the Electrical Contractor's failure to perform.
25. Any payments received from outside of UK must be increased to allow for UK Bank charges. Any refunds made to outside the UK will incur costs.
26. By completing an order form either on our website, paper form or email you are agreeing to our terms and conditions.

**FAILURE TO COMPLY WITH THESE CONDITIONS MAY RESULT IN ELECTRICITY SUPPLY
BEING WITHHELD OR DISCONNECTED.
NO PAYMENT, NO POWER**

PROMOTE YOUR PRESENCE AT THE SHOW



2025 SHOW GUIDE

Produced by **VINEYARD**
For Growers & Winemakers in Great Britain

Vineyard magazine is producing a special A5 'Show Guide' book for distribution on the day of the show, as well as producing a show preview in the Show Special edition of Vineyard.

For advertisers that take a full page advert in the A5 Show Guide, we will also provide them with a free quarter page advert in the Show Preview. For advertisers that take a half page in the Show Guide, then they will receive an eighth page.



ARTWORK SPECIFICATIONS

If you are supplying your own artwork, two versions of each advert need to be sent.

VINEYARD (MM)

Page trim size:	290 x 205
Page bleed size:	296 x 211
Binding:	Perfect bound
HALF PAGE landscape:	133 x 190
HALF PAGE portrait:	270 x 93
QUARTER PAGE landscape:	65 x 190
QUARTER PAGE portrait:	133 x 93
EIGHTH PAGE landscape only:	65 x 93

SHOW GUIDE (MM)

Page trim size:	210 x 148
Page bleed size:	216 x 154
Text area:	190 x 128
Binding:	Perfect bound
Half page landscape:	93 x 128
Half page portrait:	190 x 62
QUARTER page landscape:	44.5 x 128
QUARTER page portrait:	93 x 62

Rates Excluding VAT

Vineyard 2025

FULL page (includes quarter page in Show Preview)	colour	£499
HALF page (includes eighth page in Show Preview)	colour	£299
QUARTER page Show guide only	colour	£199

for viticulturists in Great Britain
VINEYARD

**To book please call Jamie at
Vineyard**

Kelsey Media, The Granary, Downs Court, Yalding Hill,
Yalding, Maidstone, Kent, ME18 6AL

Tel: 01303 233883

Email: jamie.mgrorty@kelsey.co.uk



Contact Michael or Kevin
01622 200123
sales@realprintandmedia.co.uk

Unit 2 Tovil Green Business Park, Maidstone, Kent. ME15 6TA

The preferred suppliers to the Vineyard & Winery show

Real Print and Media is a specialist in all forms of exhibition stands and display requirements.

What we can offer:

- Design for all your exhibition needs
- Roller banners
- Pop up display systems
- Modular systems
- Graphics panels
- Bespoke build stands
- Literature stands & podiums

As well as display stands we can supply all you need for your show stand which include:

- Brochures
- Flyers & Leaflets
- Folders
- Postcards
- Business cards



TERMS AND CONDITIONS

1. **DEFINITIONS.** In the regulations the term 'EXHIBITOR' means any company, firm or person who has made application or who has been allotted space in the exhibition or any Agent, Representative or Employee of the Exhibitor. The Term 'EXHIBITION' refers to the event detailed overleaf and where the term 'ORGANISERS' appears it refers solely to KELSEY MEDIA LTD, 'CONTRACT' the contract between the Exhibitor and the Organisation for exhibiting at the Exhibition in accordance with these Terms and Conditions.
2. **DURATION OF EXHIBITION.** Details of the Exhibition opening hours are given in the Exhibition Information Pack. During these times stands must be manned by Exhibitor's staff.
3. **ACCEPTANCE OF SPACE.** Spaces will be confirmed on a "first come – first served" basis. The Organisers reserve the right to refuse any application for space without giving reasons.
4. **CANCELLATION.** In the event of an Exhibitor cancelling his space booking, a percentage of the full charge shall still apply, as follows: for cancellation on or after 15 July, 15%. For cancellation after on or after 15 August, 50%. For cancellation after on or after 15 September, 100%.
5. **SPACE NOT OCCUPIED.** Every Exhibitor must occupy the space allotted to him by 10pm the evening prior to the Exhibition opening. In the event of an Exhibitor failing to exhibit, the Organisers reserve the right to deal suitably with any space not occupied.
6. **BANKRUPTCY.** In the event of an Exhibitor becoming bankrupt, or going into liquidation, or being under the appointment of a Receiver, the contract with him shall be terminated, the allotment of space cancelled, and all sums paid by the Exhibitor under such contract shall be retained.
7. **PROHIBITION OF TRANSFER.** Exhibitors may not assign, sublet, or grant licences in respect of the whole, or any part of the space allocated to them, nor may cards, advertisements, or printed matter of firms who are not bona fide Exhibitors be exhibited or distributed from any stand. This does not apply to firms being associated with, subsidiaries, agents or principals of the Exhibitor, which are duly listed by the Exhibitor in this contract.
8. **LICENSOR AND LICENSEE.** On the acceptance of this application for space by the Organisers there is a contract between the Organisers and the Exhibitor in the terms of these terms and conditions, subject to amendment as mentioned below, and as regards any space so allotted, the relationship of licensor and licensee shall exist between the Organisers and the Exhibitor, from the date of the Exhibitor occupying the space. In case of non-payment of any sum due from the Exhibitor, whether legally demanded or not, or of the breach, or non-observance, by the Exhibitor of any of the terms and conditions herein contained, or any regulations to be observed by him, the Organisers shall have rights to revoke his licence and re-enter upon the allotted space, remove and exclude the Exhibitor, and all persons therefrom without prejudice to the right to recover all sums payable by the Exhibitor hereunder and all other claims against him, and damages sustained by the Organisers.
9. **EXHIBITORS' INSURANCE.** Although all reasonable precautions will be taken, the Organisers are not responsible for the safety of any exhibit or other property of the Exhibitor or other person, or for the loss, damage or destruction by theft, or fire or any cause; or for loss, damage or injury sustained by an Exhibitor or other person. This is whether by reason of any default in the Exhibition building caused by fire, storm, tempest, lightning, explosion, national emergency, war, labour disputes, strikes, lock-outs, civil disturbances, inevitable accident, force majeure or for any other cause not within the control of the Organisers whether of the same kind or not. No responsibility can be accepted for any consequence of prevention, postponement or abandonment of the Exhibition. Exhibitors should secure their own insurance to cover all liabilities and risks.
10. **DANGEROUS MATERIALS.** The following are excluded from the Exhibition: explosives, detonating or fulminating compounds, and all dangerous or harmful substances, including primings, fireworks etc. Primings, fireworks, matches and similar objects can only be exhibited in the form of imitations, and on condition that they contain no inflammable matter. Only goods described at the time of application may be displayed on stands, and any goods not approved by the Organisers must be removed from the building.
11. **FIRE PRECAUTIONS.** All materials used for building, decorating or covering stands must be of non-inflammable material. Exhibitors must comply with any reasonable instructions given by the authorities to avoid risk of fire.
12. **ERECTION OF STANDS.** Exhibitors may be asked to arrive at the Exhibition in accordance with an agreed timetable, and the Organisers reserve the right to refuse access to any Exhibitor arriving to erect his stand at any other time. Exhibitors may appoint recognised contractors for interior work. No Exhibitor may erect his display goods in such a manner as, in the opinion of the Organisers, obstructs the light or impedes the view along the open spaces or gangways, or to occasion inconvenience or otherwise affect the display of other Exhibitors.
13. **ELECTRICAL INSTALLATIONS.** The Organisers have, in conjunction with Kent County Agricultural Society, appointed an Official Electrical Contractor to The Vineyard & Winery Show to ensure that approved standards are adhered to in the interest of economy and safety. All Exhibitors are required to use the services of the Official Contractor who will forward details of the equipment and services on offer together with the approved price list.
14. **HEALTH AND SAFETY.** All Exhibitors will be expected to conform to the Health and Safety Policy of the Organisers, which will be issued with the Exhibitors' Information Pack.
15. **EXHIBITOR'S OBLIGATIONS.** The Exhibitor shall:
 - (a) co-operate with the Organisation in all matters relating to the Exhibition;
 - (b) provide the Organisation with such information and materials as the Organisation may reasonably require in relation to the Exhibition and ensure that such information is accurate in all material respects;
 - (c) obtain and maintain all necessary licences, permissions and consents which may be required before the date on which the Exhibition is to start
 - (d) keep and maintain all materials, equipment, documents and other property of the Organisation (Organisation Materials) at the Exhibition at its own risk.If the Organisation's performance of any of its obligations under the Contract is prevented or delayed by any act or omission by the Exhibitor or failure by the Exhibitor to perform any relevant obligation (Exhibitor Default):
 - (a) the Organisation shall without limiting its other rights or remedies have the right to suspend performance of the Services until the Exhibitor remedies the Exhibitor Default, and to rely on the Exhibitor Default to relieve it from the performance of any of its obligations to the extent the Exhibitor Default prevents or delays the Organisation's performance of any of its obligations;
 - (b) the Organisation shall not be liable for any costs or losses sustained or incurred by the Exhibitor arising directly or indirectly from the Organisation's failure or delay to perform any of its obligations as set out in this clause; and
 - (c) the Exhibitor shall reimburse the Organisation on written demand for any costs or losses sustained or incurred by the Organisation arising directly or indirectly from the Exhibitor Default.
16. **CHARGES AND PAYMENT.** The Charges for the Exhibition shall be on a time and materials basis:
 - (a) the Charges shall be calculated in accordance with the Organisation's standard fee rates, as set out in the Exhibition Information Pack; The Organisation shall invoice the Exhibitor 28 days after the date of booking or before the Show opens, whichever is sooner. The Exhibitor shall pay each invoice submitted by the Organisation:
 - (a) within 14 days of the date of the invoice; and
 - (b) in full and in cleared funds to a bank account nominated in writing by the Organisation, and time for payment shall be of the essence of the Contract. **Continued on page 9.**

TERMS AND CONDITIONS

Continued from page 8.

All amounts payable by the Exhibitor under the Contract are exclusive of amounts in respect of value added tax chargeable for the time being (VAT). Where any taxable supply for VAT purposes is made under the Contract by the Organisation to the Exhibitor, the Exhibitor shall, on receipt of a valid VAT invoice from the Organisation, pay to the Organisation such additional amounts in respect of VAT as are chargeable on the supply of the Services at the same time as payment is due for the supply of the Services.

If the Exhibitor fails to make any payment due to the Organisation under the Contract by the due date for payment, then the Exhibitor shall pay interest on the overdue amount at the rate of 4% per cent per annum above the Bank of England base rate from time to time. Such interest shall accrue on a daily basis from the due date until actual payment of the overdue amount, whether before or after judgment. The Exhibitor shall pay the interest together with the overdue amount.

The Exhibitor shall pay all amounts due under the Contract in full without any set-off, counterclaim, deduction or withholding (except for any deduction or withholding required by law). The Organisation may at any time, without limiting its other rights or remedies, set off any amount owing to it by the Exhibitor against any amount payable by the Organisation to the Exhibitor.

- 17. INTELLECTUAL PROPERTY RIGHTS.** All Intellectual Property Rights in or arising out of or in connection with the Services shall be owned by the Organisation.

The Exhibitor acknowledges that, in respect of any third party Intellectual Property Rights, the Exhibitor's use of any such Intellectual Property Rights is conditional on the Organisation obtaining a written licence from the relevant licensor on such terms as will entitle the Organisation to license such rights to the Exhibitor.

All Organisation Materials are the exclusive property of the Organisation.

- 18. LIMITATION OF LIABILITY.** Nothing in these Conditions shall limit or exclude the Organisation's liability for:

- (a) death or personal injury caused by its negligence, or the negligence of its employees, agents or subcontractors;
- (b) fraud or fraudulent misrepresentation.

Subject to clause this clause:

(a) the Organisation shall under no circumstances whatever be liable to the Exhibitor, whether in contract, tort (including negligence), breach of statutory duty, or otherwise, for any loss of profit, or any indirect or consequential loss arising under or in connection with the Contract; and

(b) the Organisation's total liability to the Exhibitor in respect of all other losses arising under or in connection with the Contract, whether in contract, tort (including negligence), breach of statutory duty, or otherwise.

The terms implied by sections 3 to 5 of the Supply of Goods and Services Act 1982 are, to the fullest extent permitted by law, excluded from the Contract.

- 19. FORCE MAJEURE.** For the purposes of this Contract, Force Majeure Event means an event beyond the reasonable control of the Organisation including but not limited to strikes, lock-outs or other industrial disputes (whether involving the workforce of the Organisation or any other party), failure of a utility service or transport network, act of God, war, riot, civil commotion, malicious damage, compliance with any law or governmental order, rule, regulation or direction, accident, breakdown of plant or machinery, fire, flood, storm or default of suppliers or subcontractors.

The Organisation shall not be liable to the Exhibitor as a result of any delay or failure to perform its obligations under this Contract as a result of a Force Majeure Event.

If the Force Majeure Event prevents the Organisation from providing any of the Services for more than 4 weeks, the Organisation shall, without limiting its other rights or remedies, have the right to terminate this Contract immediately by giving written notice to the Exhibitor.

- 20. NOTICES.**

(a) Any notice or other communication given to a party under or in connection with the Contract shall be in writing, addressed to that party at its registered office (if it is a company) or its principal place of business (in any other case) or such other address as that party may have specified to the other party in writing in accordance with this clause, and shall be delivered personally, sent by pre-paid first class post or other next working day delivery service, commercial courier, fax [or e-mail].

(b) A notice or other communication shall be deemed to have been received: if delivered personally, when left at the address referred to in clause

(a); if sent by pre-paid first class post or other next working day delivery service, at [9.00 am] on the [second] Business Day after posting; if delivered by commercial courier, on the date and at the time that the courier's delivery receipt is signed; or, if sent by fax [or e-mail], one Business Day after transmission.

(c) The provisions of this clause shall not apply to the service of any proceedings or other documents in any legal action.

- 21. SEVERANCE.**

(a) If any provision or part-provision of the Contract is or becomes invalid, illegal or unenforceable, it shall be deemed modified to the minimum extent necessary to make it valid, legal and enforceable. If such modification is not possible, the relevant provision or part-provision shall be deemed deleted. Any modification to or deletion of a provision or part-provision under this clause shall not affect the validity and enforceability of the rest of the Contract.

(b) If one party gives notice to the other of the possibility that any provision or part-provision of this Contract is invalid, illegal or unenforceable, the parties shall negotiate in good faith to amend such provision so that, as amended, it is legal, valid and enforceable, and, to the greatest extent possible, achieves the intended commercial result of the original provision.

- 22. WAIVER.** A waiver of any right under the Contract or law is only effective if it is in writing and shall not be deemed to be a waiver of any subsequent breach or default. No failure or delay by a party in exercising any right or remedy provided under the Contract or by law shall constitute a waiver of that or any other right or remedy, nor shall it prevent or restrict its further exercise of that or any other right or remedy. No single or partial exercise of such right or remedy shall prevent or restrict the further exercise of that or any other right or remedy.

- 23. THIRD PARTIES.** A person who is not a party to the Contract shall not have any rights to enforce its terms.

- 24. VARIATION.** Except as set out in these Conditions, no variation of the Contract, including the introduction of any additional terms and conditions, shall be effective unless it is agreed in writing and signed by the Organisation.

- 25. GOVERNING LAW.** This Contract, and any dispute or claim arising out of or in connection with it or its subject matter or formation (including noncontractual disputes or claims), shall be governed by, and construed in accordance with the law of England and Wales.

- 26. JURISDICTION.** Each party irrevocably agrees that the courts of England and Wales shall have exclusive jurisdiction to settle any dispute or claim arising out of or in connection with this Contract or its subject matter or formation (including non-contractual disputes or claims).