

# *Drive* **Vans A2Z** *Silverstone* **2017**



SILVERSTONE

**SILVERSTONE CIRCUIT, 6/7 JUNE 2017**

# **EXHIBITOR INFORMATION**





## THE SHOW THAT MEANS BUSINESS

DriveVansA2Z took place in September 2016 at Silverstone Circuit in Northamptonshire and it was a huge success. Serious buyers came from all over the UK and completed a whopping 1,019 test drives over the two days. DriveVansA2Z will run again June 6-7 2017.

- More test drives
- More satisfied visitors
- More business done



“JUST WANTED TO SAY:  
WHAT A FANTASTIC EVENT.”

DriveVansA2Z is attended by people who are very serious about buying vans, light trucks, 4x4s, pick-ups and van accessories/services. The Show is exactly what it says it is: A live, interactive exhibition where product demonstrations and vehicle testing are at the heart of the action. Visitors are able to test drive, back to back and all on one day, at the world-famous Silverstone Circuit. Silverstone provides all the test facilities any van operator would need to put the vehicles through their paces:

- Road & circuit routes
- Track demonstrations
- Rough terrain
- Extreme off-road/4x4

The Show appeals to the entire market whether owner operator or large fleet. DriveVansA2Z provides operators of vans, 4x4s, pick-ups, light trucks, electric vehicles in fact, anything under 7.5 tonnes that is not a car, the opportunity to save time and money by coming to one venue and checking out everything they need in one day.

“I WAS THERE YESTERDAY AND  
REALLY, REALLY ENJOYED IT”

This year, the Show moves to early June because this sits better with decision making time/buying cycles. It's also the last event at Silverstone before F1 GP and as we will have coverage on the Silverstone website too we would expect additional awareness. Another bonus is that it's closer to CV Show and we will be promoting extensively at that time.

“ALL THE MANUFACTURERS STAFF WERE  
VERY GOOD INDEED.”

DriveVansA2Z delivers exhibitors with an audience of light commercial vehicle operators who come to make buying decisions. This Show is about delivering you with an audience of potential customers, all of whom attend because they want to place orders - **Make sure they are placing those orders with you.**



(QUOTES TAKEN FROM VISITOR EXIT SURVEY)

**SILVERSTONE CIRCUIT, 6/7 JUNE 2017**

# EXHIBITOR INFORMATION



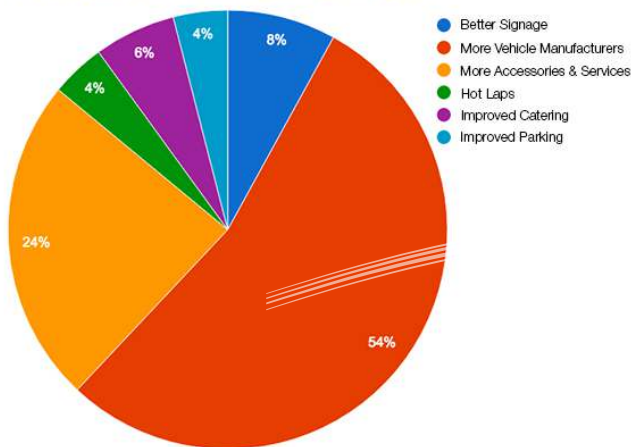
# THE SHOW THAT MEANS BUSINESS

An exit survey was carried out on each of the two days of the 2016 Show. The results were interesting and we will implement the changes we can, aiming to influence the changes that we can't.

Building a platform for exhibitors to have a successful show, that provides a worthwhile return on your investment, is what we want to achieve - we know the visitors came with serious intention to either actually place orders, (which some did) or to gain the necessary information to help them make an informed decision prior to placing an order.

If you want a chance to win this business, you need to exhibit at DriveVansA2Z. We listened to the visitors, will you?

HOW CAN WE IMPROVE DRIVEVANS A2Z?



PERCENTAGE OF RESPONDENTS

It's clear that visitors want to see more accessories and services and more vehicle manufacturers. What can we do to convince you that coming to DriveVansA2Z is worthwhile? The following should explain.

We might not deliver the huge visitor numbers that are seen at other, more established, exhibitions but, we do deliver visitors who want to buy, come for serious reasons and we have not seen time-wasters. We can, together, make this event a leading light commercial vehicle show and that has to be good for everyone in our industry.

Just take a look at the distances visitors traveled in order to be able to actually, test drive, back to back, the products they are genuinely considering to buy.

190 - THE AVERAGE NUMBER OF MILES TRAVELLED BY VISITORS

Look at the percentage of visitors who have said they will return. Look at the number of test drives conducted in total: over 1000 in two days and look at the percentage of visitors who achieved their objectives. This activity surely proves they come to do a job.

97% - THE PERCENTAGE OF VISITORS LIKELY/HIGHLY LIKELY OR WILL RETURN

It is the only Show in the UK where visitors can actually try things out from all kinds of manufacturers and suppliers: vans, light trucks, 4x4s, pick-ups as well as the accessories and services that help make their vehicles and businesses run more smoothly and efficiently.

90% OF VISITORS ACHIEVED THEIR OBJECTIVES, 6% PLACED ORDERS FOR NEW VEHICLES AT THE SHOW



DriveVansA2Z is established as a vital part of the light commercial vehicle market, now is the time for you to fill in the space application form and benefit from exhibiting at this unique, successful and exciting event or call the sales team now on +44 (0) 207 078 9859 and give your business an opportunity to meet people who want to buy.

**SILVERSTONE CIRCUIT, 6/7 JUNE 2017**

# EXHIBITOR INFORMATION

# Drive Vans A2Z Silverstone 2017

## STAND RATES AND PACKAGES:

Trying to keep this simple and attractive at the same time, we have created a number of drive packages for those companies wishing to use the full road test facilities and those who wish solely to have a static exhibit.

### 3 vehicle driving package:

£5,500

Minimum space allocation 238m<sup>2</sup>

includes: 48m<sup>2</sup> hospitality area

Additional Static £1,400

Additional Drive Vehicle £1,850

Includes free wifi\* and electricity\*\*

### 5 vehicle driving package:

£8,775

Minimum space allocation 357m<sup>2</sup>

includes: 48m<sup>2</sup> hospitality area

Additional Static £1,330

Additional Drive Vehicle £1,740

Includes free wifi\* and electricity\*\*

### 10 vehicle driving package:

£16,995

Minimum space allocation 560m<sup>2</sup>

includes: 48m<sup>2</sup> hospitality area

Additional Static £1,260

Additional Drive Vehicle £1,650

Includes free wifi\* and electricity\*\*

### 20 vehicle driving package:

£32,920

Minimum space allocation 980m<sup>2</sup>

includes: 48m<sup>2</sup> hospitality area

Additional Static £1,190

Additional Drive Vehicle £1,560

Includes free wifi\* and electricity\*\*

Data Capture - See Easy Extras Order Form and/or Exhibitor Manual.

## SPACE ONLY STATIC DISPLAY:

**A** Interior: 5mx5m Space only £395.00 no extras

**B** Exterior: 5mx5m Space only £575.00 no extras

**C** Exterior: 7mx5m Space only £805.00 no extras

A, B & C include free wifi\*. For electricity and data capture please see the exhibitor manual or fill in the easy extras form. There is space available inside the pit garages where the cafeteria and loos are located. Every visitor will pass through the pit garages on arrival and when seeking refreshment.

Because of the nature of the event, most visitors will be outside on the main show ground.

To reserve your stand space fill in the space application form include and return it with your deposit cheque. The first Show plans will be drawn from those space applications received by Feb 28th 2017 and published shortly after. If you wish to discuss your requirements or any ideas you have to make your Show a huge success then please contact the Show team.

\*Wifi is cloud based. We cannot guarantee connection speeds or security. Dedicated connections are available at £195 for up to 5 users, please see the exhibitor manual for more details or complete the order form when you submit your space application.

\*\*Free electricity means one standard 13A supply. Please complete the necessary section of the exhibitor manual if your electricity requirements fall outside of this offer as additional costs will apply



t: +44 (0) 207 078 9859 e: [drive@vansa2z.com](mailto:drive@vansa2z.com)

THIS IS OUR INDUSTRY, NOW LET'S SHOW IT OFF

**SILVERSTONE CIRCUIT, 6/7 JUNE 2017**

# EXHIBITOR INFORMATION



# SPACE APPLICATION FORM (PART A)

PLEASE COMPLETE PARTS A AND B  
(and Easy Extra form if required)

Please complete and return both parts A and B to:  
Driving Events & Video Limited,  
60A Updown Hill, Windlesham, Surrey. GU20 6DX  
or email: drive@vansa2z.com



## TEST DRIVE PACKAGES

We would like to apply for the following:

3 Vehicle Test Package <b>£5,500</b> ..... (qty) additional Static Vehicles @ £1,400 ..... (qty) additional Test Vehicles @ £1,850 Total Cost £.....	5 Vehicle Test Package <b>£8,775</b> ..... (qty) additional Static Vehicles @ £1,330 ..... (qty) additional Test Vehicles @ £1,740 Total Cost £.....
10 Vehicle Test Package <b>£16,955</b> ..... (qty) additional Static Vehicles @£1,260 ..... (qty) additional Test Vehicles @ £1,650 Total Cost £.....	20 Vehicle Test Package <b>£32,920</b> ..... (qty) additional Static Vehicles @ £1,190 ..... (qty) additional Test Vehicles @ <b>£1,560</b> Total Cost £.....

Name of Exhibitor:			
Correspondence Address:		Invoice Address (if different)	
Title:	First Name:	Title:	First Name:
Last Name:		Last Name:	
Position:		Position:	
Company Name:		Invoice Company Name:	
Address:		Address:	
Town:		Town:	
County:		County:	
Postcode:		Postcode:	
Tel:		Tel:	
Mobile:		Email:	
Email:		P/O Number:	

We agree the total cost shown above together with the cost of any ancillary charges incurred on our behalf or on behalf of our agents or representatives. The total cost is payable in instalments and payable in accordance with the payment schedule set out in SPACE APPLICATION PART B. The deposit amount is payable on application. Where the application is made on or after 28th April 2017 the total cost shall be payable immediately.

1. This is our application for stand space at the Exhibition. We understand that on acceptance by the Organisers this will constitute a binding contract to exhibit at the Exhibition. We confirm that we have read, understood and agree to comply fully with the Exhibition Terms and Conditions contained in the third page of this form.

2. The Exhibitor agrees that it has noted its responsibilities for insurance set out in paragraph 21 of the Organisers Terms and Conditions overleaf.

3. The Exhibitor notes paragraph 6 of the Organisers Terms and Conditions overleaf in particular the cancellation charges.

4. Under no circumstances will an exhibitor be allowed to take part in an Exhibition if stand fees are outstanding. By entering into this agreement the Exhibitor confirms that it is agreeing to indemnify the Organisers and its employees against all claims, losses, charges or expenses arising directly from any act of omission of the Company or any of its employees or agents including any claim in respect of damage, injury, accident or loss arising from the display of goods at this event.

Payment schedule: see Space Application Form Part B - Minimum deposit required £395.00 (+VAT) £474.00

# SPACE APPLICATION FORM (PART A)

PLEASE COMPLETE PARTS A AND B  
(and Easy Extra form if required)

Please complete and return both parts A and B to:  
Driving Events & Video Limited,  
60A Updown Hill, Windlesham, Surrey. GU20 6DX  
or email: drive@vansa2z.com



We would like to apply for the following:

**STATIC SPACE ONLY**

**Package: A:** Internal 5x5 £395 **B:** External 5x5 £575 **C:** External 7x5 £805 (delete as nec.)

Additional notes:

Stand cost total                      £.....

Name of Exhibitor:			
Correspondence Address:		Invoice Address (if different)	
Title:	First Name:	Title:	First Name:
Last Name:		Last Name:	
Position:		Position:	
Company Name:		Invoice Company Name:	
Address:		Address:	
Town:		Town:	
County:		County:	
Postcode:		Postcode:	
Tel:		Tel:	
Mobile:		Email:	
Email:		P/O Number:	

We agree the total cost shown above together with the cost of any ancillary charges incurred on our behalf or on behalf of our agents or representatives. The total cost is payable in instalments and payable in accordance with the payment schedule set out in SPACE APPLICATION PART B. The deposit amount is payable on application. Where the application is made on or after 28th April 2017 the total cost shall be payable immediately.

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Payment schedule: see Space Application Form Part B - Minimum deposit required £395.00 (+VAT £474.00)

# SPACE APPLICATION FORM (PART B)



Please complete and return both parts A and B to:  
Driving Events & Video Limited,  
60A Updown Hill, Windlesham, Surrey. GU20 6DX  
or email: [drive@vansa2z.com](mailto:drive@vansa2z.com)

I have read and understood the terms and conditions as detailed on form A or at [www.drivevansa2z.com](http://www.drivevansa2z.com) in particular the payment and cancellation clauses as described in clauses 5 and 6. I agree to be bound by them and any other rules and regulations as set out in the exhibitor manual.

## PLEASE SIGN AND DATE BELOW

Authorised Signature:		Company Name:	
Name	Title:	First Name:	Last Name:
Position:			Date:

We enclose our non-refundable deposit of £395.00 plus VAT @ 20% (£474.00) made payable to "Driving Events & Video Ltd." (for which an invoice will be supplied) and agree to pay the balance in accordance with the attached Terms & Conditions. VAT will be charged at the appropriate rate at the time of raising the invoice.

Any Space Application Form not accompanied by a deposit and/or a Purchase Order Number cannot be processed. Alternatively, please charge to the credit/debit card details below and/or state Purchase Order Number in box on Form A.

Please debit my credit/card as below: VISA/MASTERCARD/SWITCH/MAESTRO (delete as applicable)

Card Number:     /     /     /

Expiry Date:   /   Issue Date/ Number:   /

Name of card Holder:.....

Address of card Holder:.....

.....

Date of Issue	Type of Invoice	Due for Payment
On receipt of Space App	Deposit	With Space application
By 28th Feb	Balance	28th Apr
After 28th Feb	Full Space Invoice	28th Apr
After 28th Apr	Full Space Invoice	14 days or May 19th whichever is earlier
After 19th May	Full Space Invoice	Immediately by return.

# EASY EXTRAS ORDER FORM



Please complete and return to:  
 Driving Events & Video Limited,  
 60A Updown Hill, Windlesham, Surrey. GU20 6DX  
 or email: drive@vansa2z.com

Pre-ordering your electrical supply, on-site dedicated wifi and data-capture system helps us prepare earlier and will save you money. Any of these items ordered at the time of booking or up until 28 April 2017 will qualify for a 25% discount. Extras ordered on build day will carry a 20% surcharge. An invoice will be generated and must be settled by return.

We would like to order: (Please tick all boxes relevant) All prices are ex. VAT

## Dedicated wifi

		QTY	COST
Secure connection on my stand with up to 5 users.	£195.00	<input type="text"/>	£ <input type="text"/>
Additional wifi users: (quantity)	£35.00 per user	<input type="text"/>	£ <input type="text"/>

## Electrical Supply - For static stands please see Exhibitor Manual.

16amp SP	£290.00	<input type="text"/>	£ <input type="text"/>
32amp SP	£490.00	<input type="text"/>	£ <input type="text"/>
For other requirements please refer to Exhibitor Manual			

## Data Capture

Data Capture account Unlimited users	£295.00	<input type="text"/>	£ <input type="text"/>
Tablet rental (if not using the app on own devices)	£55.00	<input type="text"/>	£ <input type="text"/>
Total net order value			£ <input type="text"/>
Discount 25% if ordered before 28/04/2017			£ <input type="text"/>
VAT @ 20%			£ <input type="text"/>
Extras total			£ <input type="text"/>

Purchase order number (if applicable).....

## PLEASE SIGN AND DATE BELOW

Authorised Signature:		Company Name:	
Name	Title:	First Name:	Last Name:
Position:	Date:		





**1. DEFINITIONS.**

In these Terms and Conditions the term "Exhibitor" means any person firm or company who has made application for and who has been granted Space in the Exhibition. The term "Exhibition" means DriveVansA2Z. The term "Organisers" means Driving Events & Videos Limited or it's lawful assigns. The term "Space" means the area in the Exhibition applied for or allotted to the Exhibitor.

2. THESE TERMS AND CONDITIONS shall be construed in accordance with English law and shall be deemed to include all other Terms and Conditions or Rules and Regulations issued from time to time by the Organisers including the Rules & Regulations document and the Exhibitor Manual. The Exhibitor also agrees that this contract is subject to the terms of the agreement between the Organisers and the venue owner under which the Organisers have licensed the premises of which the Space is part.

**3. APPLICATIONS FOR SPACE.**

Applications for space must be made on the Organisers' official Order Form. The organisers reserve the right to accept or reject any application. Application for Space by the Exhibitor and the allotment of Space by the Organisers shall constitute a contract subject to these Terms and Conditions and the Rules and Regulations outlined within the Exhibitor Manual. Where an application has been made by a person acting as agent, factor or licensee, he shall disclose this to Driving Events & Videos Limited.

**4. SIGNATORIES**

The person or persons signing the Order Form on behalf of the Exhibitor shall be deemed to have full authority to do so on behalf of the Exhibitor and the Exhibitor shall have no right to claim against the Organisers that such person or persons did not have such authority.

**4i. LICENSOR AND LICENSEE.**

Upon acceptance of the Order Form by the Organisers there shall be a contract between the Organisers and the Exhibitor subject to these Terms and Conditions. As regards any space allotted the relationship of licensor and licensee shall exist between the Organisers and the Exhibitor. In case of non-payment of any sum due from the Exhibitor (whether formally demanded or not) or of any other breach or non-observance by the Exhibitor of any of these Terms and Conditions the Organisers shall have the right to revoke the licence and re-enter upon the allotted space to remove and exclude the Exhibitor and all persons therefrom without prejudice to the right to recover all sums payable by the Exhibitor hereunder and without prejudice to any other right or remedy available to the Organisers.

**5. PAYMENT TERMS.**

Each Exhibitor is responsible for settling all accounts for ancillary charges and expenses incurred in connection with DriveVansA2Z which are initiated by him, his agent, representative or contractor and must discharge all such liabilities forthwith when called upon to do so. The Exhibitor shall pay in the following instalments:

Date of Issue	Type of Invoice	Due for Payment
On receipt of Space App	Deposit	With Space application
By 28th Feb	Balance	28th Apr
After 28th Feb	Full Space Invoice	28th Apr
After 28th Apr	Full Space Invoice	14 days or May 19th whichever is earlier
After 19th May	Full Space Invoice	Immediately by return.

The Organisers reserve the right to close, have removed or confiscate any stand and/or exhibits belonging to any Exhibitor who has not fulfilled his obligations relating to payments. In this agreement VAT and any other applicable tax has been shown separately. The appropriate amount of tax deemed payable will be calculated at the time of invoice and such tax shall be deemed payable when the charge to which it relates is deemed payable. If any of the above payments are fourteen days in arrears (whether demanded or not) the Organisers shall have the right to charge interest on the overdue amounts from fourteen days after the due date, at a rate of 2% above the base lending rate of Barclay's Bank plc from time to time. Such interest shall accrue after as well as before any judgement and shall accrue on a daily basis.

**6. CANCELLATION/REDUCTION OF SPACE.**

6.i In the event that an Exhibitor either wishes to cancel the space booking or reduce the size of their space booking after acceptance by the Organisers or fails to meet any of the payment obligations (whether as to the amounts or dates of payment) detailed herein or in the Order Form then the Organisers reserve the right (but without being obliged to do so and without prejudice to any other right or remedy available to the Organisers) to apply cancellation/reduction charges and to reallocate such space. The cancellation/reduction charges shall be as follows:

- On or before 28th Feb 2017 0%
- on or before 1st Apr 2017 60%,
- after 19th May 2017 100%

(ii) If the Exhibitor wishes to cancel or reduce the size of his stand then written notice of such wish must be forwarded to, and received by the Organisers by Recorded Delivery Post at: 60A Updown Hill, Windlesham, Surrey. GU20 6DX. For the avoidance of doubt the Organisers shall not be obliged to accept the Exhibitor's notice of cancellation.

(iii) Notwithstanding that the Organisers may resell or reallocate the cancelled stand space (or the space by which it is reduced) after payment of the cancellation charges, the Organisers shall be under no obligation to reimburse all or any part of such cancellation/reduction charges.

**7. DURATION OF EVENT.**

Details of Exhibition hours are given in the Exhibitor Manual. During these times, stands must be manned by the exhibitor's staff.

**8. EXHIBIT PROFILE/REMOVAL OF EXHIBITS**

Only exhibits pertaining directly to the Light Commercial Vehicle Market will be allowed. The Organisers reserve the right to have removed from the internal or external exhibition area any exhibit or item complementary to an exhibit not conforming in its opinion to this Regulation. The Organisers reserve the right to require the Exhibitor to remove any exhibit or category of exhibit if the Organisers in their absolute discretion consider that the same is libellous, of an obscene nature or may infringe the rights of any third party or which the Organisers consider in their absolute discretion to be undesirable or detrimental to the Exhibition, other exhibitors or the general commercial interests of the Organisers or any associated company.

**9. RELOCATION.**

For the avoidance of doubt any contract between the Organisers and the Exhibitor for space is only for the area of such space and no acceptance by the Organisers of the Exhibitor's Order Form or allocation of the Exhibitor's name to any particular part of any Exhibition floor plan or stand number will constitute any agreement warranty or representation by the Organisers that the Exhibitor is entitled to exhibit at the Exhibition in such particular location and the Organisers reserve the right without being required to give notice to the Exhibitor to alter the layout of the Exhibition floor plan or position of any stand at any time.

**10. OTHER EXHIBITORS.**

Whilst the Organisers shall act in good faith, the name of any exhibitor which may appear on any floor plan or stand number or any statement made by or on behalf of the Organisers that any exhibitor is booked to attend the Exhibition provisionally or otherwise shall not constitute any warranty representation or undertaking by the Organisers that any such exhibitor will attend the Exhibition or attend at any particular location.

**11. SPACE NOT OCCUPIED.**

The Exhibitor must occupy the space allotted to him by show opening time on the first day of the Exhibition. Any Exhibitor failing to do so will be deemed to have cancelled his space booking. In this event the Terms and Conditions relating to Cancellation will apply and the Organisers may resell or reallocate such space.

**12. PROMOTION AND REPRESENTATIONS.**

(i) Whilst the Organisers shall use their reasonable endeavours to organise and promote the Exhibition in such manner as they consider appropriate the Organisers reserve the right to amend or vary the manner or methods of such organisation and promotion and therefore any statements made by or on behalf of the Organisers as to audience projections or methods or timing of promotion shall constitute only general indications of the Organisers' promotion and organising strategy and shall not amount to any representation or warranty.

(ii) Any application for stand space or any acceptance thereof by the Organisers shall not be conditional on the presence or location or absence of any other exhibitor at or from the same or any other Exhibition and any reference to such conditionality shall not apply to any contract for space between the Organisers and the Exhibitor for Exhibition stand space.

**SILVERSTONE CIRCUIT, 6/7 JUNE 2017**

**EXHIBITOR INFORMATION**



### 13. ASSIGNMENT.

The Exhibitor shall not be entitled to assign, sublet or grant licences in respect of the whole or any part of the Space allocated to him, or assign or otherwise deal with his rights and obligations hereunder nor may any cards advertisements or printed matter of persons who are not bona fide Exhibitors be exhibited or distributed on any stand. This shall not apply to persons firms or companies being subsidiaries agents or principals of the Exhibitor and who are duly listed with the Contract to Exhibition Form at the time of booking. The Organisers shall be entitled to assign the benefit (subject to the burden) of the contract for space without notice to or consent from the Exhibitor.

### 14. EXCLUSION OF PERSONNEL.

The Organisers reserve the right in their absolute discretion to exclude or remove from the Exhibition any person whose presence is or is likely to be undesirable and the Organisers may exercise such rights notwithstanding that any person is the servant agent or contractor of the Exhibitor or otherwise in any way connected or associated with the Exhibitor.

### 15. ERECTION OF STANDS AND EXHIBITS.

All Stands - No Exhibitor will be permitted to display any exhibit in such manner as in the opinion of the Organisers obstruct the light or impede the view along the open spaces, gangways, walkways or to occasion inconvenience or otherwise affect the display of other exhibitors.

Space Only - Exhibitors must provide the organisers with full details of their stand contractors and subcontractors.

Exhibitors must also ensure their contractors and sub-contractors are aware of and comply with all Terms and Conditions and Rules and Regulations for the exhibition as issued from time to time by the Organisers.

### 16. FIRE PRECAUTIONS.

All materials used for building, decorating or covering stands must be of non-flammable material. Exhibitors must comply with all instructions given by the relevant authorities to avoid the risk of fire or any other risk.

### 17. 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.

### 18. ATTENDANCE.

The Exhibitor acknowledges that the Organisers shall not be held responsible for the failure of all or any other contracted exhibitors to attend the Exhibition or the failure of any number of attendees to attend the Exhibition for any reason.

### 19. POSTPONEMENT OR ABANDONMENT.

The Exhibitor shall not have any claim against the Organisers in respect of any loss or damage whatsoever consequent upon the Exhibition failing (for whatsoever reason) to be held or the Exhibition venue being or becoming wholly or partially unavailable for the holding of the Exhibition for whatsoever reason. If by rearrangement or postponement of the period of the Exhibition or by substitution of an alternative venue for the Exhibition or by means of any other reasonable matter or thing the Exhibition can be held the contracts for space shall be binding upon all parties save that the same shall be deemed to be varied so as to allow for any necessary change in venue, dates or period of the Exhibition, stand size, location or otherwise.

### 20. INDEMNITY.

The Exhibitor shall fully and effectually indemnify the Organisers against all costs claims demands proceedings and losses whatsoever made against or incurred by the Organisers as a result of the Exhibitor exhibiting advertising promoting selling or supplying any goods or services at the Exhibition.

### 21. INSURANCE AND EXCLUSIONS.

(i) Exhibitors shall make sure that they are fully covered by insurance including, but not restricted to, all risks on their property, exhibits or articles of any kind, employers' liability, minimum of 2,000,000 pounds public liability and comprehensive protection against any loss or damage caused by any circumstance whatsoever whether by reason of fire, water, theft, accident or any other cause. The Exhibitor shall insure against, indemnify and hold the Organisers harmless in respect of all costs, claims, demands and expenses to which the Organisers may in any way be subject as a result of any loss or injury arising to any person (including members of the public or the Organisers, staff, agents or contractors) or property howsoever caused as a result of any act or default of the Exhibitor, his servants, agents or contractors or invitees. If the Organisers so demand the Exhibitor shall provide proof to the Organisers that the Exhibitor has adequate insurance cover. In

addition, Exhibitors may wish to take insurance for losses and wasted expenditure in the event of the Exhibition being cancelled, abandoned or curtailed. Exhibitors must ensure that their temporary staff and the staff of their agents or contractors are insured against claims for workman's compensation. The period for which such insurance shall be maintained shall run from the time the Exhibitor or any of his servants, agents or contractors first enters the Exhibition grounds, and continue until he has vacated the Exhibition grounds and all his exhibits and property have been properly removed.

(ii) The Organisers their servants or agents shall not be liable for any loss or damage (including consequential or indirect loss or damage) suffered by the Exhibitor his agents, contractors or invitees whether such loss or damage arises from breach of a duty in contract or tort or in any other way (including loss or damage arising from the Organisers negligence) and which shall include (but not by way of limitation) loss of profits; loss of contracts, loss of or damage to property or goods of the Exhibitor or any other person, or (but only so far as such injury is not caused by the Organisers' negligence) personal injury to the Exhibitor or any other person.

(iii) The Organisers shall not in any event be held responsible for any restriction or conditions which prevent the construction, erection, completion, alteration or dismantling of stands or the entry, siting or removal of exhibits, or for failure of any services or amenities provided or contracted to be provided by the venue owner or other third parties.

(iv) The Organisers shall not be liable in respect of any contract entered into between the Exhibitor and any official contractor appointed by the Organisers for the negligence or default of any such contractor, its servants or agents.

### 22. BANKRUPTCY.

In the event of the Exhibitor becoming bankrupt committing any act of bankruptcy going into liquidation or having a Receiver or Administrator appointed in respect of any of its assets then the Organisers reserve the right to terminate the contract with the Exhibitor forthwith and the Terms and Conditions relating to Cancellation shall apply.

### 23. FORCE MAJEURE.

The Organisers shall not be liable to the Exhibitor by reason of any cancellation or part time opening of the Exhibition, either as a whole or in part, for any non performance of their obligations under this contract or for any amendments or alterations to all or any of the Rules or Regulations of the Exhibition in each case to the extent that such occurrence is due to circumstances not within their control.

### 24. GROUP STANDS.

Contracting parties for group stands are responsible for ensuring that all Exhibitors within their group are fully aware of, and agree to abide by these Terms and Conditions and by regulations outlined within the Exhibitor Manual of the Exhibition.

### 25. DATA PROTECTION - PRIVACY

By signing the Order Form the Exhibitor is consenting, under all relevant data protection legislation, to the Organiser communicating with Exhibitors by telephone, fax, email and by post and using its personal information for the following purposes, namely: for the Organiser's internal purposes which will include accounts processing, internal analysis of Exhibitors, inviting Exhibitors to other events organised by the Organiser or its group, disclosure of information to contractors who provide services in respect of the Exhibition (including but not limited to shell scheme, security, registration, cleaning and freight contractors, caterers and electricians), disclosure to direct mailing contractors and disclosure or transfer of Exhibitor's personal data to members of the Organiser's group worldwide to allow the group to further develop its business and its services to Exhibitors. The Organiser may also pass Exhibitor details to third parties who provide goods and services likely to be of interest to Exhibitors. Please contact the Organiser in writing if you do not wish your personal information to be used in any of the ways mentioned above.

### 26. WAIVER.

The failure of the Organisers at any time to enforce any provision of these Terms and Conditions or the Rules and Regulations shall not affect their right thereafter to require complete performance by the Exhibitor nor shall the waiver of any breach of any such provision be from breach of a duty in contract or tort or in any other way (including loss or damage arising from the Organisers negligence) and which shall include (but not by way of limitation) loss of profits; loss of contracts, loss of or damage to property or goods of the Exhibitor or any other person, or (but only so far as such injury is not caused by the Organisers' negligence) personal injury to the Exhibitor or any other person.

**SILVERSTONE CIRCUIT, 6/7 JUNE 2017**

**EXHIBITOR INFORMATION**