

China Medical Equipment Fair (CMEF)

18 – 21 April 2010 Shenzhen, China

Closing date: 5 February 2010

CMEF is considered the leading Healthcare trade show in China and is now the largest Medical Equipment exhibition in the Asia Pacific region attracting over 60,000 visitors. The exhibition takes place in Shenzhen near Hong Kong and attracts over 2000 exhibitors from 21 countries as well as 13 national country pavilions.

ABHI is organising the UK Pavilion at CMEF and given the huge success of the UK Pavilion in 2009 is going to have a strong group of UK companies in 2010. The increasing demand from companies to be part of the UK group means that space for 2010 is limited and we therefore ask that interested companies please contact the ABHI and complete and return their booking form as soon as possible to avoid disappointment.

CMEF 2010 will showcase a vast array of different medical technologies including: medical electronics equipment, optical equipment, dental equipment, radioactive equipment, ultrasonic equipment, diagnostic and therapeutic instruments, physiotherapy/orthopaedic technology, lab equipment, commodities and consumer goods for surgeries and hospitals, rescue and emergency equipment, medical furniture and equipment, medical magazines and services.

When joining the ABHI UK Pavilion companies will benefit from a range of support and services provided for as part of the package which companies would not otherwise receive. Some of these added value opportunities include:

- High quality, custom, UK stand design and package
- Grant Funding of £1400 from UK Trade & Investment
- UK Pavilion support stand offering refreshments, meeting areas, internet access, promotional opportunities
- High quality branded UK group and comprehensive directory of UK companies
- Organisation of supporting events and initiatives to promote the UK presence and inform visitors
- Visits from Commercial Officers and Buyers from the region
- Expert advice and support from dedicated ABHI staff at the exhibition
- Assistance in all pre show arrangements from experienced ABHI staff
- Dedicated, reliable contractors to assist you with logistical arrangements

ABHI provides comprehensive support making sure UK exhibitors are prepared and have the best opportunities to meet their customers. ABHI provides comprehensive pre show information, advice and support and works hard to ensure that exhibitors continue to gain contacts and business after the trade show finishes by providing follow up support and promotion.

To book your place in the UK Pavilion please read the terms and conditions, complete the booking form and return it signed to:

ABHI, 111 Westminster Bridge Road, London, SE1 7HR.

For further information about CMEF or any of the other exhibitions at which the ABHI organises the UK Pavilion please visit our website www.abhi.org.uk or contact us by email exhibitions@abhi.org.uk or by phone 02079604360 and one of our international business team will be happy to assist.

ABHI TERMS AND CONDITIONS

Please read carefully

1. STAND COSTS

The cost of the space and construction package is set out in the Application Form on page 5 and is based on standard units of 3 square meters. The minimum stand size is 6sq meters. No request can be guaranteed however we at ABHI will always endeavor to provide you with the space stated on your form. The UK Trade & Investment grant is £1400 and applies in all cases, whatever size of stand is purchased.

2. MANAGEMENT FEE

The management fee covers the organisation of the British group including recruitment; booking space; appointment of a contractor to design and build the stands; the appointment of a travel and freight agent; liaising with the UKTI, arranging meetings for exhibitors with any visiting delegations, advertising, producing a group brochure, processing the grant application form and the completion of any necessary documentation.

3. SERVICE CHARGE

The service charge covers the provision of a fully manned UK Information Stand (with meeting facilities, refreshments and internet point), as well as electricity supplies and stand cleaning. It also covers assistance on the build-up day.

4. PAYMENT

In all cases, payment for the full cost of space and construction must be made by cheque to ABHI. Fifty per cent of the total cost is required one week after the application form is received and the remaining balance is required no later than the 5 February 2010. ABHI reserves the right to terminate the contract if an exhibitor fails to pay either the deposit and/or the balance by the advertised deadlines. ABHI reserves the right to adjust costs in the case of unavoidable increases in stand costs and/or exchange rate fluctuations. The UK Trade & Investment grant will be paid after the exhibition and no later than four months after the event.

5. STAND STAFFING AND DISPLAYS

- The stand must be in the name of a UK registered company.
- Exhibitors should arrive at least 24 hours before the opening of the event to set up their display. Stands must be staffed at all times by personnel conversant with the company's products until the end of the show. Stands should not be packed up until the end of the exhibition hours on the final day.
- Goods or services of UK origin should be displayed only.
- ABHI and UK Trade & Investment reserve the right to prevent the distribution or display of literature containing serious linguistic errors and/or items judged to be unacceptable.
- Those companies eligible for the grant must display an A4 UK Trade & Investment logo on their stand. (This will be provided by ABHI on the opening day of the exhibition).

6. ALLOCATION AND ADJUSTMENTS TO STAND SPACE REQUIREMENTS

ABHI will endeavor to meet special stand requirements, but no position or facility can be guaranteed until the UK pavilion floor plan is published. If stand layout or the stand construction requirements necessitate an exhibitor receiving a slightly larger or smaller area than that requested in the application form, an appropriate adjustment will be made to the fees. The ABHI is unable to guarantee corner positions, however size of stand, speed of registration and prompt payment are all likely to have an impact on the allocation of stand.

7. LOCAL REQUIREMENTS

Exhibitors must acquaint themselves with the technical guidelines, requirements and other regulations for the show. ABHI will not be held responsible for any claim arising out of a failure to comply with these requirements or regulations.

8. LIABILITIES AND INSURANCE

No liability shall be attached to ABHI or UK Trade & Investment or any member of their staff for expenditure incurred in connection with the event (other than the booking and paying of space and stand construction) or in respect of any accident, injury, loss or damage of any nature whatsoever arising out of or in any way connected with any display of goods at this event. No insurance of any kind is affected by the ABHI.

On signing the application form, the exhibitor agrees to indemnify and keep indemnified the ABHI against all costs, charges and expenses claims and losses of whatsoever nature suffered by the ABHI and arising directly from, or attributable to, any act or omission of the company, its employees or agents including any claim in respect of any accident, injury, loss or damage arising out of, or in any way connected with, any display of goods at the event.

10. WITHDRAWAL

- Before the ABHI's expenditure is incurred: The Management Fee is non-refundable. The 50% deposit for space and stand construction will be refunded less a penalty fee of £500. The Service Charge will also be refunded.
- After the ABHI's expenditure has been incurred: The ABHI reserves the right to recover the full costs and to reallocate the space at its discretion.

If a stand is withdrawn due to non-payment of the balance, the company will still be liable for all the associated costs.

11. CANCELLATION OF THE EVENT

The ABHI will bear no liability for loss or damage sustained as a result of circumstances beyond the ABHI's control, including, but not limited to, unusual weather conditions, war, hostilities, national emergency, riot, revolution, rebellion, labour disputes or strikes. If, due to such an event, cancellation or postponement of the exhibition is considered necessary by the organisers or the ABHI, the ABHI will be entitled to retain such proportion of sums paid by exhibitors as may be necessary to cover unavoidable losses and expenses.

Additionally, the ABHI reserves the right to cancel its participation at this event should an insufficient number of companies sign up to exhibit, prior to the stated deadline.

TERMS AND CONDITIONS CONT:

12. UK TRADE & INVESTMENT QUESTIONNAIRE

Following the completion of the event, exhibitors must complete an on-line evaluation questionnaire and submit it to UK Trade & Investment within two months of the close of the exhibition. UK Trade & Investment reserves the right to withhold support if this is not complied with.

13. REGIONAL STANDS AND GROUP STANDS CONDITIONS

A fee of £300 per co-exhibiting company is payable to the ABHI. This includes a management and service charge for the provision of pre show organisation and facilities and services provided by the ABHI at exhibitions. The total amount payable will be charged to the organiser of the group stand.

14. STAND DESIGN FOR SPACE ONLY EXHIBITORS

Companies wishing to take space only who are designing and building their own stands need to contact the ABHI and submit their plans for approval by 22 January 2010. Designs are subject to approval by the ABHI and we strongly recommend that companies do not incur costs on design and build until your plans have been agreed by the ABHI. Stand designs have to be sent by the exhibitor to the appointed UK pavilion stand construction company.

The conditions for participation in this event are set out in detail on pages 2 and 3. Signing the application form on page 5 will be taken as acceptance of these conditions. Please take the time to read carefully all the terms and conditions of participation.

Applications are only valid if deposits are paid with completed application forms one week after submission. The deadline, after which no further application forms can be accepted, is Midday 5 February 2010

UKTI GRANT FUNDING TERMS AND CONDITIONS

FINANCIAL SUPPORT FROM UK TRADE & INVESTMENT – (The Government's International Trade Department)

A UK Trade & Investment grant of £1,400 is available for eligible UK based businesses and organisations involved in exporting. To receive a grant for the CMEF exhibition an organisation must be an SME and comply with all the terms and conditions required. (A download of the Terms and Conditions is available on our website)

Completed grant application forms must be submitted to the ABHI no later than **19 February 2010**, the ABHI cannot guarantee that the UKTI will still have funding available at this stage however.

The grant must be used for the direct costs of exhibiting, including exhibition space costs, stand costs, stand designs, display aids and graphics (excluding products/samples) and freight costs.

Businesses that have already registered to attend the fair independently are not eligible for grants. Those companies not eligible for the grant are still welcome to exhibit within the UK pavilion.

Companies submitting an application form after the above deadline, providing incomplete information or failing to meet payment deadlines may find that a grant is not available. Eligibility for a grant is decided regionally, but co-ordinated by the ABHI. The ABHI distributes grant application forms and will notify companies of their eligibility as soon as possible. Payment of the grant is made after the exhibition.

Please visit www.uktradeinvest.gov.uk for details on the services of UK Trade & Investment



ABHI EXHIBITION APPLICATION FORM

CMEF - Shenzhen, CHINA 18 – 21 APRIL 2010, CLOSING DATE FRIDAY 5 February 2010

RETURN THIS COMPLETED FORM TO: **ABHI Exhibitions, 111 Westminster Bridge Rd, London SE1 7HR**

WHAT YOU WILL RECIEVE:

A high-quality stand package, including furniture, Strong group identification, Stand cleaning, Assistance with travel and shipping arrangements, Potential financial support from UK Trade & Investment, An on-site joint UK information stand including the use of a PC and internet, Meeting facilities and light refreshments, Events adding value to your attendance

WHAT YOU WILL PAY: Please complete the form below indicating the size of stand required in multiples of three sqm.

A.	Management Fee	ABHI Members £315	
		Non-members £455	£ _____
B.	VAT	@ 15%	£ _____
C.	Service Charge	£275	£ _____
D.	Stand Cost	£350 per square metre x _____ sqm	£ _____
E.	Total	(A+B+C+D+E)	£ _____
F.	Deposit	E x 50%	£ _____

UK Trade and Investment TAP Grants (please indicate if you would like to apply for a TAP grant below)

I would like to apply for a UKTI grant of £1,400 Tick here

Please indicate below if you would like to be considered for specific stand requirements:

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Stand costs were calculated on 10 November 2009 if exchange rates change significantly, adjustments may be necessary with additional charges being passed on to exhibitors.

Payment of costs by cheque should be made payable to "ABHI Ltd." By BACS to Natwest, SC: 56-00-27 AC: 24348228

Deposit to accompany application or no later than 1 week after the submission of the form. An invoice will be sent thereafter. Outstanding balance to be paid no later than 5 February 2010.

(PLEASE PRINT)

COMPANY NAME

ADDRESS

POST CODE **E-MAIL**

TELEPHONE **FAX**

CONTACT **JOB TITLE**

BRIEF DESCRIPTION OF PRODUCTS

ARE YOU A NEW EXPORTER TO CHINA? YES / NO **ARE YOU AN SME?** YES/NO

WE HAVE READ AND AGREE TO COMPLY WITH THE TERMS & CONDITIONS AND UNDERTAKE TO PAY THE ABHI THE FULL COSTS SPECIFIED ABOVE A SIGNED APPLICATION FORM IS TAKEN AS ACCEPTANCE OF THESE CONDITIONS.

SIGNED **PRINT NAME**..... **DATE**

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