

SNAME 2018

MARITIME CONVENTION

October 24 - 27
Providence, RI

HONORING THE PAST | INFLUENCING THE FUTURE

exhibitor
opportunities

you
gotta
SHOW!



smc18.snameconvention.com
sname.org

exhibitor partners



if you

provide services for all levels of
the Maritime Industry

are looking for a competitive edge that
sets you apart from your competitors

want access to today's shipbuilding projects

supply technologies for the Maritime Industry

we

facilitate face-to-face connections with a
valuable pool of engineers and designers

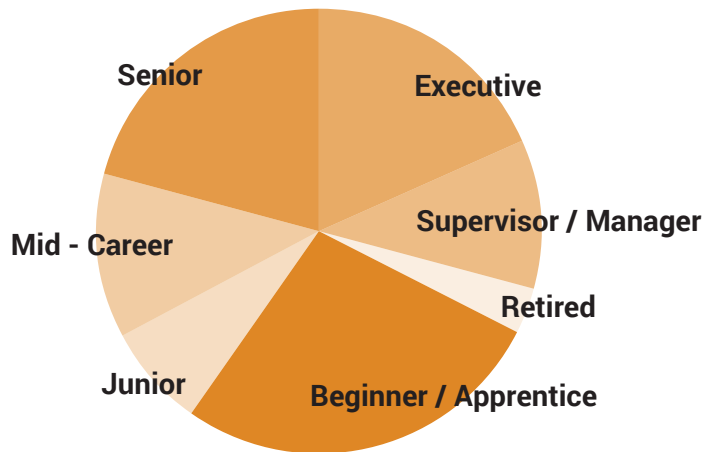
open the door to professional relationships
with ship designers and builders

provide a platform to showcase your products
to a global audience.

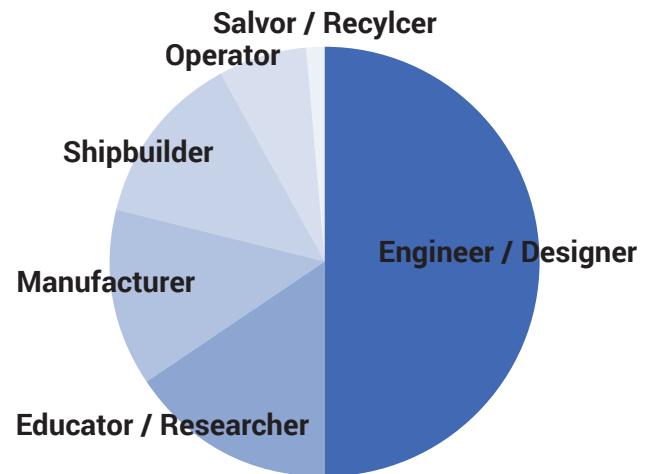
attendee profile

52% of SMC Attendees are in Senior or Executive Roles

Career Level

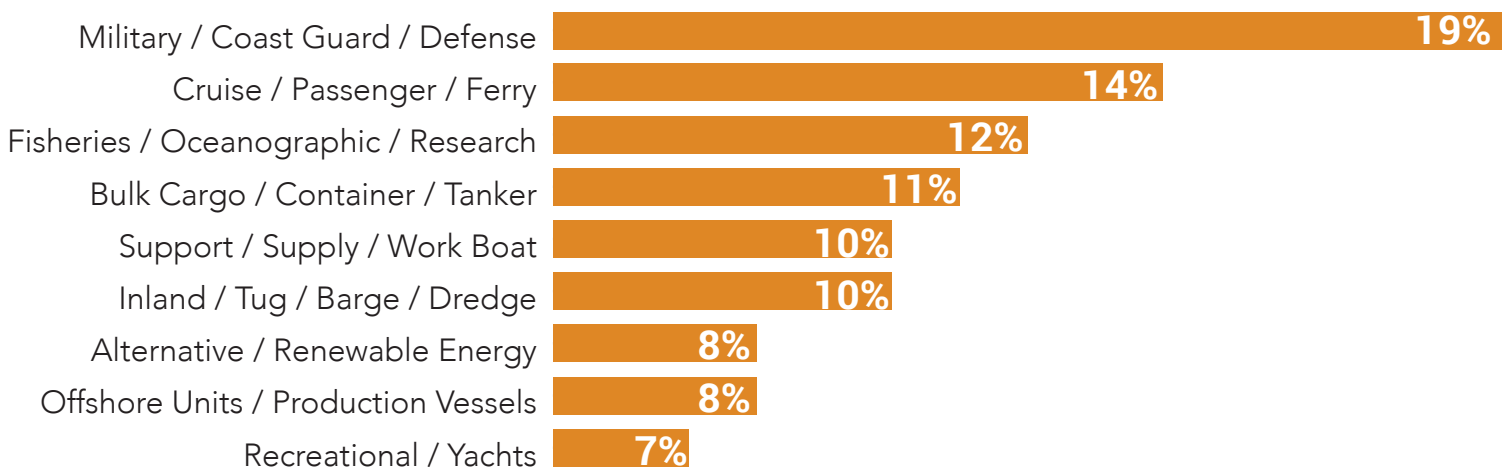


Face of SNAME



Typical attendance is approximately 1,000 registrants (inclusive of the student section registrants). Our international pool of attendees have job profiles spanning different disciplines, segments, career levels and operational areas. The professional level attendees profile as follows:

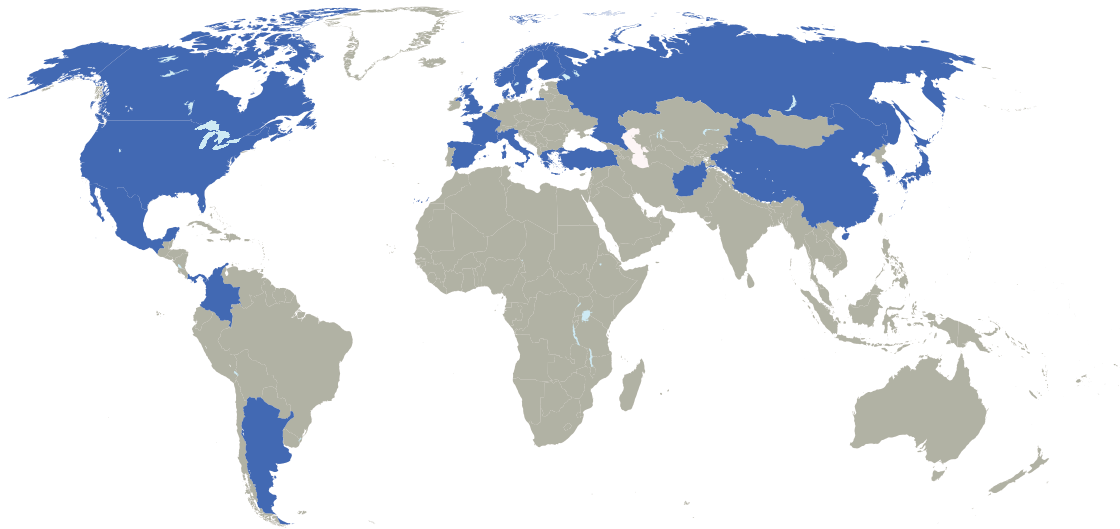
Typical Industry Sector for Providence Attendees



attendee profile

Countries represented by attendees (via registration info):

SNAME is a global organization with members from around the world. The Convention draws participants from the nations highlighted below. Most of the attendees work out of offices in North America and Europe.



92%

of attendees
report that they
are satisfied
with the event

76%

of attendees have
a significant role in
purchasing products
and services
for their organization

92%

of attendees
find the SMC
useful for their
professional
development

34%

of 2017 attendees
were first time
participants

95%

of attendees
spend time
in the
Expo Hall

90%

of attendees
recommend
SMC to others

exhibitor advantages

together

SNAME Maritime Convention is a golden opportunity to join with us in powering your business.

Highlights

- Exceptional peer reviewed papers, panel discussions, and cutting-edge T&R sessions
- Expo Hall showcasing cutting-edge solutions for all areas of the Maritime Industry
- National Shipbuilding Research Program (NSRP) Expo
- Maritime Job Fair
- Industry case studies and solution-based presentations
- SNAME Continuing Education Courses for PE Credits
- Welcome Reception in the Expo Hall
- SNAME Annual Banquet
- New Product Areas: 3D Printing, Smartships, IT Security



exhibitor advantages

Each Standard Booth Includes

- One Complimentary Full Conference Registration (*approximately \$1,000 value*)
- Two (2) tickets to Expo Hall lunch (*\$90 value*)
- Two (2) Welcome Reception tickets (*\$140 value*)
- Show Guide & Online Company Profile Listing
- Complimentary table for the annual Maritime Job Fair
- All Expo Hall Coffee Breaks
- Opportunity to hold an Industry Workshop, User Group, or Training Event
- Opportunity to present in the Innovation Theater

Complimentary Pre-Show Event Space

Exhibitors and sponsors have the opportunity to utilize a complimentary room prior to the event. Space is first come, first served. Company is responsible for all charges for the event—signage, food & beverage, A/V, etc.—as well as promotion to its audience. Provided the event is scheduled prior to print deadlines, SNAME will promote the event online, in the show guide, and on site at the event. SNAME will also provide a special registration code that provides complimentary Expo Only passes for the SMC Expo Hall to all event guests.

Booth Costs

- Standard in-line booth space (one side open): **\$23/sqft**
- Premium booth space (2 or more sides open) : **\$28/sqft**

Contact

Monica Neira - 212.224.9611

mneira@sname.org



2018 APPLICATION AND CONTRACT FOR EXHIBIT SPACE

October 24 - 27, 2018 | Providence Convention Center | Providence, RI

STEP 1: CONTACT INFORMATION

Complete the following information **exactly as you wish it to appear in all show materials**. All correspondence will be sent to the contact person indicated below.

Company Name _____
Address _____ City _____
State _____ Zip/Postal Code _____ Country _____ Website _____
Parent Company Name (if different from above) _____
Contact Name _____ Title _____
Email _____ Phone _____

STEP 2: SMC2018 SPACE SELECTION

Booth Space Rates: *New for 2018 - all booths are in 10' increments (10x10, 10x20, etc.)

STANDARD INLINE	\$23.00 per Ft ²	Booth Size:	
PREMIUM CORNER(S)	\$28.00 per Ft ²	Width:	Depth:
CO-EXHIBITOR		Width:	Depth:
sharing space with:			

Booth # Preferences: 1. _____ 2. _____ 3. _____

Total Cost:

Each 10x10 Booth Package Includes:

- 5 Exhibitor/Booth Registrations
 - Expo Hall Event Access
 - 2 Welcome Reception Drink Tickets (given to designated Lead Exhibitor)
 - 2 Expo Hall Box Lunch Tickets (given to designated Lead Exhibitor)
- 1 Full Conference Registration
150 Word Listing in Show Guide

Deposit and Payment Schedule

Deposit due with application	50%
Balance due May 15, 2018	100%
Contracts after May 15, 2018	100%

Cancellation Fee Schedule

Through May 15, 2018	50%
After May 15, 2018	100%

Exhibit space will not be held or confirmed without deposit. Failure to make payments does not release the contracted or financial obligation of Exhibitor.

STEP 3: PAYMENT INSTRUCTIONS

CREDIT CARD PAYMENT If you wish to make payment by credit card, please complete and sign. ALL SECTIONS MUST BE COMPLETED TO PROCESS CREDIT CARD PAYMENT.

Check one

☐ MasterCard ☐ Visa ☐ American Express ☐ Discover

Credit Card Number _____ Exp. Date ____ / ____

Sec Code # _____ Authorized Signature _____

Print name as it appears on card _____

Card Holder's Address: _____
(must be same as credit card billing address)

City/State _____ Zip/Postal Code _____

Amount Authorized \$ _____

Please be sure to reference Invoice Number on all payments.

Checks must be drawn on a U.S. bank in U.S. dollars.

Payable to: Society of Naval Architects and Marine Engineers

Mail payments to: SNAME
99 Canal Center Plaza, Suite 310
Alexandria, VA 22314

Wire Transfer to: Contact SNAME for Details

STEP 4: ACCEPTANCE

This exhibit space application will become a contract upon acceptance with authorized signature and based upon the exhibit floor plan, exhibit space fees, rules governing the exposition and general information is that is included with this document and/or provided at a later date.

Authorized Signature: _____ **Date:** _____

Printed Name: _____ **Job Title:** _____

Signatures on Contract for Space means the person or persons signing the exhibition space contract 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 SNAME that such person or persons did not have such authority.

DO NOT COMPLETE BELOW THIS LINE — FOR SHOW MANAGEMENT USE ONLY

Authorized SNAME Signature _____ Date _____

Assigned Booth Number _____ Size _____ Total Cost _____

SNAME Maritime Convention (SMC) 2018 Exposition Rules

1. Organizer

The SNAME Maritime Convention (SMC) is owned and presented by the Society of Naval Architects and Marine Engineers. "Society" herein and in future documents shall mean the Society of Naval Architects and Marine Engineers, its Committees, Agents and Employees.

2. Purpose

The objective of SMC is to further the objectives of the Society by providing a forum through exhibits and technical panels. Exhibitors are limited to firms, organizations and agencies whose exhibits are in harmony with the purpose of this Exposition. Active selling or order taking is NOT permitted.

3. Location of Exhibits

The Exposition will be held at the Rhode Island Convention Center in Providence, RI.

4. Subleasing

Exhibitor may not sublet his exhibit space, nor any part thereof, nor exhibit, offer for sale, or advertise articles not manufactured or sold by the exhibiting company, except where such articles are necessary for proper demonstration or operation of the exhibitor's display, in which case identification shall be limited to the manufacturer's normal regular nameplate. Exhibitor may not permit non-exhibiting company representatives to operate from his booth. Rulings of the Society shall, in all instances, be final with regard to use of exhibit space.

5. Occupancy Default

Any exhibitor failing to occupy contracted space shall not be relieved of the obligation of paying the full rental charge of such space. If not occupied by the time set for completion of the installation of the displays, such space shall be taken by the Society, and re-allocated or reassigned for such purposes or use the Society may see fit.

6. Eligibility

The Society has the sole right to determine the eligibility of any company or product for inclusion in the Exposition.

7. Cancellation or Change of Exposition

In the event that the premises in which the Exposition is conducted should become unfit for occupancy or substantially interfered with by reason of any cause or causes not reasonably within the control of the Society or its agents, the Exposition may be canceled or moved to another appropriate location, at the sole discretion of the Society. The Society shall not be responsible for delays, damage, loss, increased costs, or other unfavorable conditions arising by virtue of cause or causes not reasonably within the control of the Society. Causes for such action beyond the control of the Society shall include, but are not limited to: fire, casualty, flood, epidemic, earthquake, explosion, accident, blockage, embargo, inclement weather, governmental restraints, act of a public enemy, riot or civil disturbance, impairment or lack of adequate transportation, inability to secure sufficient labor, technical or other personnel, labor union disputes, loss of lease or other termination by the Rhode Island Convention Center, municipal, state or federal laws, or act of God. Should the Society terminate this agreement pursuant to the provisions of this section, the exhibitor waives claims for damage arising therefrom. Refunds of "Paid Exhibit Space Fees" in the event of event termination or cancellation shall be made to exhibitors at the sole discretion of the Society and in any case, will not exceed the amount of each exhibitor's paid exhibit space fee less any pro rata adjustments based on non-reimbursable direct and/or indirect event costs or financial obligations incurred by the Society through the date of exhibitors' notification of event termination or cancellation or through the completion of event termination or cancellation processes, whichever is later.

8. Cancellation by Exhibitor

In the event of cancellation by an exhibitor, the Society shall determine an assessment covering the reassignment of space, prior services performed, and other damages related to cancellation, according to the following schedule:

- > Contract date through May 15, 2018, 50% of total booth rental fee.
- > After May 15, 2018, 100% of total booth rental space fee.

Society must receive written notification of the cancellation by electronic, registered or certified mail. Date cancellation notice is received by Society will determine above assessment charges. In the event of either a full or partial cancellation of space by an exhibitor, Society reserves the right to reassign canceled booth space, regardless of the cancellation assessment. Subsequent reassignment of canceled space does not relieve the canceling exhibitor of the obligation to pay the cancellation assessment. Appropriate payment must be received within 15 days of cancellation.

9. Limitation of Liability

Exhibitor agrees to make no claim for any reason whatsoever against the Society, its employees, agents, or representatives for loss, theft, damage, or destruction of goods; nor for any injury, including death, to himself, employees, agents or representatives; nor for any damage of any nature, including damage to his business for failure to provide exhibit space; nor for failure to hold the Exposition as scheduled; nor for any action or omission of the Society. The exhibitor is solely responsible for his own exhibition material and products, and should insure exhibit and products from loss or damage from any cause whatsoever. It is understood all property of an exhibitor is in his care, custody, and control in transit to, or from, or within the confines of the exhibit hall. The Society shall bear no responsibility for the safety of the exhibitor, its personnel, employees, agents or representatives or personal property.

10. Insurance

Exhibitors shall, at their sole cost and expense, procure and maintain through the term of this contract, the following insurance: Comprehensive General Liability insurance with limits not less than \$1,000,000 including Contractual Liability and Products Liability coverage and Workman's Compensation in full compliance with all laws covering the exhibitor's employees. Proof of such insurance shall be provided to Society or its agent or representative upon request.

10a. Additional Insurance

Distribution of food and alcoholic beverages must receive special permission from management, and all policies of the event facility must be followed. If alcoholic beverages are served, the exhibitor must provide a certificate of insurance releasing The Society from liability. The Society reserves the right to restrict exhibitors, who because of noise or any other reason, shall interfere with the best interests of the Expo as a whole.

11. Union Labor

Exhibitor shall employ only union labor, as made available by official contractors in the setting up and dismantling of the exhibits and in the operations when required by union agreements. Exhibitors planning to build special displays should employ union display companies in their fabrication, carpentry and electrical work.

12. Installing, Exhibiting, Dismantling

Hours and dates for installing, exhibiting, and dismantling shall be those specified by the Society. Exhibitor shall be liable for all storage and handling charges resulting from failure to remove exhibit material from the Exposition before the specified conclusion of the dismantling period set by the Society.

13. Damage to Property

Exhibitor is liable for any damage caused by exhibitor, exhibitor's agents, employees or representatives to building floors, walls, or columns, or to standard booth equipment, or to other exhibitor's property. Exhibitor may not apply paint, lacquer, adhesive or other coatings to building columns, floors or walls, or to standard booth equipment.

14. Floor Loading

Under no circumstances may the weight of any equipment or exhibit material exceed the specified floor load limit of the exhibit hall. Exhibitor accepts full and sole responsibility for injury or damage to property or persons resulting from failure, knowingly or otherwise, to distribute the exhibit material and products in conformity with the maximum floor load specifications.

15. Alcoholic Beverages

The dispensing, distribution or use of alcoholic beverages in the Exposition hall is prohibited without the express prior approval of the Society.

16. Flammable Materials

No flammable fluids or materials of any nature, including decorative materials, use of which is prohibited by national, state, or city fire regulations may be used in any booth.

17. Lotteries or Contests

The operation of games of chance or lottery devices, or the actual or simulated pursuit of any recreational past time is permitted only on written approval from the Society.

18. Noise and Odors

Noisy or obstructive work will not be permitted during open hours of the Exposition, nor will noisily operating displays, nor exhibits producing objectionable odors, unless unavoidable and pre-approved, in writing, by the Society. The Society shall have sole discretion in determining what is noisy, obstructive or objectionable.

19. Music

Any exhibitor using music must ensure that licensing fees have been paid to the appropriate agency, i.e., ASCAP or BMI. The Society is not responsible for any licensing fees for music played in exhibitor's booth.

20. Obstruction of Aisles or Booths

Any demonstration or activity that results in excessive obstruction of aisles or prevents ready access to nearby exhibitor's booth shall be suspended for any periods specified by the Society.

21. Attendance

Admission policies shall remain, at all times, the prerogative of the Society, and may be revised or amended to suit unforeseen conditions.

22. Booth Personnel

Exhibitor representatives are restricted to personnel engaged in the display, demonstration, application or sale of the company's product or services. Booth personnel shall wear "exhibitor" badge identification furnished by the Society at all times while they are in the exhibit area. All other employees and representatives of the exhibiting companies must register as Show Attendees. The Society reserves the right to restrict or limit the number of booth representatives. All exhibits must have personnel present during show hours.

23. Height and Non-Blocking Regulations

All exhibit display construction design must conform to the regulations set forth in the "IAEE's Guidelines for Displays Rules & Regulations" a copy of which is supplied to each exhibitor by the Society. "IAEE's Guidelines for Displays Rules & Regulations" provides details as to what is allowed for exhibitor's booth so as to enable use of the space without detriment to neighboring exhibitors or the Exposition.

24. Electrical Safety

All wiring on booths or display fixtures must meet underwriters' rules and standard fire department inspection. This applies to booth construction only and not to pre-wired radio and electronic equipment.

25. Use of Space

Displays and demonstrations are limited to the confines of an exhibitor's own booth, as is the distribution of literature or other items.

26. Distribution of Publications

The distribution of publications, electronic media or media marketing materials on SMC Exposition premises or at SMC events is restricted without prior written approval from the Society. For further details contact the Society or refer to the Exhibitor Manual.

27. Display

The Society shall have full authority for approval or arrangement and appearance of items displayed. The Society may, at its discretion, require replacement, rearrangement, or redecoration of any item or any booth, and no liability shall attach to the Society for the costs that may evolve upon exhibitor thereby. Exhibitors with special backgrounds or side dividers must make certain that such material is furnished in such a manner as to not be unsightly to exhibitors in adjoining booths. If such surfaces remain unfinished at twelve noon on the day before the scheduled opening of the show, the Society shall authorize the official decorator to affect the necessary finish and the exhibitor must pay all charges involved thereby.

28. Exhibitor Representative's Responsibility

Exhibitor agrees to indemnify the Society, its employees, agents, or representatives against—and hold them harmless for—all claims arising out of the acts of negligence of exhibitor, exhibitor's agents, employees or representatives, and any claims for injury to exhibitor, its employees, agents, representatives, or event attendees.

29. Waiver of Rights

Any rights of the Society under this contract shall not be deemed waived in any manner except as specifically waived in writing and signed by an authorized officer of the Society.

30. Relocation and Floor Plan Revisions

The Society retains the exclusive right to revise the exhibition hall floor plan and/or move assigned exhibitors as necessary.

31. Hotel

The exhibitor assumes the entire responsibility and liability for losses, damages, and claims arising out of exhibitor's activities on the Hotel premises and will indemnify, defend, and hold harmless the Hotel, its owner, and its management company, as well as their respective agents, servants, and employees from any and all such losses, damages, and claims.

32. Amendment and Addition Rules

Any matters not specifically covered by the preceding rules shall be subject solely to the decision of the Society who may, at any time, amend or add further rules to these rules, and all amendments made shall be binding on exhibitor equally with the foregoing rules and regulations.

33. Agreement to Rules

Exhibitor, for himself or itself, his or its personnel, employees, agents or representatives, agrees to abide by the foregoing rules and those provided and contained in the Exhibitors Manual, and by any amendments and additional rules that may be put into effect by the Society.