

Capability Showcase & Supply Chain Opportunities Event



Coleg Cambria, Connah's Quay, North Wales
Thurs, 9th December 2021

EXHIBITION PROSPECTUS



Hosted by:



In partnership with:



www.aerospaceexhibitions.com/AerospaceWalesExpo

@NuTechEvents @AerospaceWales #AerospaceWalesExpo

Introduction



Wales is a centre of excellence for aerospace manufacturing and Maintenance, Repair and Overhaul (MRO) related activities employing over 23,000 people and is home to around 10% of the UK's aerospace industry which also includes 20% of the UK's MRO work. State-of-the-art facilities now manufacture, supply, maintain, repair and overhaul, civil and military aircraft from around the world. As such, the aerospace sector in Wales is a dynamic growth industry that operates on best practice techniques and spends £millions in the UK's supply chain every year.

In recognition of this, Aerospace Wales plans to launch its second Capability Showcase & Supply Chain Opportunities Event at Coleg Cambria, Connah's Quay on **Thurs, 9th December 2021.**

Working in partnership with Nu-Tech Exhibitions + Events, the day will bring together speakers, delegates and suppliers from across the UK. To help meet this growing technology market, the 2021 Aerospace Wales Capability Showcase & Supply Chain Opportunities Event will enable you to:

- **Increase your understanding of the aerospace, defence & space sector**
- **Discover real business opportunities for your company**
- **Find out how to participate in the aerospace, defence & space supply chain**
- **Discuss your business and its capabilities with major aerospace, defence & space manufacturers and MRO providers**
- **Build contacts to develop your business through the parallel capability showcase exhibition, networking and 1:1 meetings**

Speakers to include:



AIRBUS

Raytheon

BAE SYSTEMS

THALES
Building a future we can all trust

In promoting potential business opportunities and supplier networking, this one day event will include presentations from aerospace, defence & space sector leaders, a supplier's exhibition as well as the chance to pre-book 'face-to-face' meetings with buyers and key representatives from nominated aerospace, defence & space manufacturers. With a condensed programme of presentations and specialist buyers attending from Airbus, Airbus Defence and Space, Raytheon, BAE Systems and Thales, the 2021 event is expected to offer a busy day that will offer you great opportunities for networking with delegates in the exhibition area.

Capability Showcase

An integral feature of the event will be the suppliers' exhibition which will not only allow you to demonstrate your company's capabilities, but also allow two representatives from your business to attend the industry presentations and pre-book one-to-one appointments.

This meeting of exhibiting companies and participating delegates, who will each represent differing products and of differing corporate size, also means that further benefit can be gained from inter-supplier networking on the day, with opportunities for B2B sales, project collaborations and subsequent spin-off's often being an added bonus.

You can select from a number of space options (subject to availability on the floorplan) aimed at meeting all needs and budgets. These are:

Ref:	Space size & footprint	AeroWales Member	*Affiliate Member	Non-Member
AX	2 x 1.5m (3sqm)	£450.00	£480.00	£510.00
AA	2 x 2m (4sqm)	£600.00	£640.00	£680.00
A	3 x 1.5m (4.5sqm)	£675.00	£720.00	£765.00
AB	4 x 2.5 x 1.5m (4.875sqm) Half 'L' Shape Corner	£732.00	£780.00	£829.00
C	3 x 2m (6sqm)	£900.00	£960.00	£1020.00
D	4 x 1.5m (6sqm)	£900.00	£960.00	£1020.00
E	4 x 2m (8sqm)	£1200.00	£1280.00	£1360.00

**Affiliate members include ADS, FAC, MAA, NWAA, WEA, Welsh Automotive Forum & Technology Connected*

All prices exclude VAT but will include:

- Exhibition space footprint (in which you erect your own display panels)
- Two complimentary delegate tickets for stand personnel to attend presentations (worth over £200)
- Opportunity to book one-to-one appointments with key aerospace buyers and end-users
- Table and chairs
- Access to 1 x 3-pin domestic socket (2amps/500w)
- Lunch and unlimited refreshments throughout the exhibition period
- Free 25-word company listing in the event electronic information pack sent to all participants as a lasting reminder of your capabilities
- Opportunity to upgrade your free listing to include an advert in the e-catalogue to further enhance your corporate profile
- Further opportunity to purchase a corporate enhancing sponsorship package

Sponsorship Packages

Sponsorship packages will also be available for companies that want to 'stand out from the rest' and take advantage of the great opportunities that this event will create. Packages have been developed to suit all requirements and will provide a highly cost effective way of increasing your corporate individuality among this highly receptive audience.

If you are interested in being a sponsor please contact us on sales@nu-techassoc.co.uk or if you would like to discuss any bespoke sponsorship packages:

Email: rachael@aerospacewales.aero or Tel: 01745 606110

Booking Form

I would like to book exhibition space at the Aerospace Wales Expo/Capability Showcase & Supply Chain Event on 9th December 2021.

Contact Name:

Job Title:

Company:

Company Address:

Postcode: Tel:

Email:

These names will be able to attend presentations make one-to-one appointments (the one-to-one booking system will open in Mid November 2021.)

Stand attendant 1: Name

Email

Stand attendant 2: Name

Email

Type of exhibition space required

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Sub Total

Please add VAT @ 20%

Total Amount Due

Aerospace Wales Member ☐ Yes ☐ No

Affiliate Member ☐ Yes ☐ No

If Yes, please state which Organisation and Membership number

Affiliate Organisation:

Membership number:

Booking Form (continued)

Please include a 25 word company description below along with your website address:

Website:

I have attached a PNG/JPG copy of our company logo to the accompanying email with this booking form **YES/NO**

I have read the Terms & Conditions and agree to enclose payment for the full amount (payable to Nu-Tech Associates Ltd) for the space indicated above – failure to do so may result in the application being considered void.

Upon receipt of the completed Booking Form, I will be invoiced (either showing a balance of zero if a pre-payment has been made or the outstanding balance due). My booking is not secure until the Booking Form has been received and payment made to Nu-Tech.

Signed

Exhibition Notes

Prices quoted cover the exhibition period (9 December 2021) for two exhibiting personnel, including lunch and other light refreshments, together with two FREE delegate tickets (to attend the presentations and pre-book one-to-one appointments with buyers).

NOTE: Right of entry to erect and finish exhibition stands can only be obtained at an agreed time before the start of the event during 9 December 2021 (normally the previous afternoon). Details of when exhibition stands can be erected and finished will be confirmed in the exhibitors’ final details pack which will be issued 2-3 weeks before prior to the commencement of the event. All stands and other exhibition equipment **MUST** be removed on the day of the event.

Please return your application and payment to:

Aerospace Wales Expo, c/o Nu-Tech Associates Ltd, 14 Crown Street, Cockerham, Cumbria CA13 0EX
T: 01946 695554
T: 01900 821508
E: sales@nu-techassoc.co.uk

www.exhibitions4industry.com



Payment Details

Please indicate your method of payment

☐ Cheque ☐ Credit Card ☐ Debit Card ☐ Invoice ☐ BACS Payment

Applicant Details

Name of applicant	<input type="text"/>		
Company name	<input type="text"/>		
Address	<input type="text"/>		
	<input type="text"/>		
	<input type="text"/>	Postcode	<input type="text"/>
Tel No	<input type="text"/>	Alt Tel No	<input type="text"/>
Signature	<input type="text"/>	Print Name	<input type="text"/>
Email Address	<input type="text"/>		

Payment Details

Order Number <i>(if applicable)</i>	<input type="text"/>		
Contact name <i>(if different from above)</i>	<input type="text"/>		
Company name	<input type="text"/>		
Billing Address <i>(if different from above)</i>	<input type="text"/>		
	<input type="text"/>		
	<input type="text"/>	Postcode	<input type="text"/>
Tel No	<input type="text"/>	Alt Tel No	<input type="text"/>
Email Address	<input type="text"/>		

Invoices are payable on receipt - no alterations to these terms will be accepted

Payment by credit/debit card: If you wish to pay by credit/debit card, please provide the contact details of the cardholder so we may conduct the transaction by telephone.

Payment by BACS: If paying by BACS our account details are as follows:

Bank HSBC: Sort code 40-22-16 : Account number 21212699

Please clearly identify your name and company name as originator and notify us of the date of your remittance.
ALL PAYMENTS MUST BE MADE IN £ STERLING AND DRAWN ON A BANK ACCOUNT WITH A BRITISH SORT CODE.

Payment by cheque: Cheques should be made payable to Nu-Tech Associates Ltd

Terms and Conditions

Risk and method statements may be requested by the host site

1 Allocation of Space

- a. The organisers will notify the exhibitor within 7 working days of receipt of an application for exhibition space whether a space has been reserved and if so provide a booking reference code which must be used in subsequent correspondence.
- b. If for any reason the exhibitor is not allocated a space then monies accompanying the application will be returned in full.
- c. The organisers reserve the right to alter the allocated stand position if deemed necessary in order to provide a viable layout.
- d. The organisers reserve the right to refuse any application for space without giving any reason for such rejection.
- e. All security details required to attend an exhibition must be provided with the application form and the organiser must be notified of any subsequent changes no later than 4 weeks prior to the event.

2 Payment for Exhibition Space

- a. Unless stated otherwise on the booking form/brochure provided by the organisers, the charges for exhibition space does not include any stand, fittings or furniture. Where possible the organisers may try, at their discretion, to ensure that the exhibitor has access to normal furniture such as tables and chairs if they are needed, but this cannot be guaranteed and exhibitors are therefore advised to provide all such fittings and embellishments needed for their space including lifting equipment.
- b. All application forms are offered, and bookings accepted solely on a **payment with booking basis**. The organisers reserve the right to refuse any application that does not comply with this rule.

3 Duration of the Exhibition

- a. The opening hours for this event will be: **9 December 2021 09.30am-16.30pm**
- b. In completing the booking form the exhibitor agrees to prepare and have his/her stand available the previous afternoon (or at another time if agreed in advance with the organisers) and will man his/her stand for the duration of the exhibition and **will not begin dismantling the stand until the exhibition closing time has passed**.
- c. If the exhibition includes an evening preview reception this will be clearly indicated in the booking form brochure.
- d. An application to take part in the exhibition will also require that the exhibitor prepares and mans his/her exhibition stand for the duration of the evening preview reception, where applicable, as will be indicated in subsequent correspondence.

4 Fire & Safety

- a. Materials used by the exhibitor in the construction and finishing of his/her stand and exhibits, or during demonstrations or dismantling must not present a fire hazard to the exhibitor, other exhibitors or the public. The use of compressed gas or other explosive or highly inflammable substances require prior approval from the organisers.
- b. All exhibitors' **equipment must be confined within the floor plan boundary** of the stand space booked and must not offer a hazard to persons attending the exhibition or other exhibitors in any way. **Passageways, stairways and fire exits shall be kept free of obstructions at all times**.
- c. Exhibitors and their staff must conform to the accepted safety standards of the day. Equipment must conform to the relevant legislation, regulations, British or EC standards, etc. as appropriate and be maintained and operated in a safe condition. Displays involving equipment which move shall not be left unsupervised.
- d. All electrical equipment must be **PAT tested** and hold a **current certificate**.
- e. Exhibitors are responsible for ensuring they are familiar with the 'host site' fire evacuation procedures and site rules.
- f. All exhibitors should note that all venues operate a no smoking policy.

5 Preparation and Removal of Stands

- a. The exhibitor is required to notify the organiser at least six weeks before the exhibition if the exhibitors intended display or equipment breaches any of the following guidelines:
 - **Stands will be no higher than 2.5 metres** (unless otherwise stated)
 - Equipment will have a floor loading footprint no greater than that of a person weighing 220lbs
 - Electrical requirements will not exceed that capable of being provided by **one 3 three pin domestic socket outlet**.
 - If there is a need to operate portable equipment, such as pumps or compressors which require a higher than normal current, exhibitors are required to inform the organisers at least 4 weeks prior to the event.
 - The exhibitor will remove all packaging, display materials and any other additional presentation equipment immediately after the close of the exhibition.
 - The organisers will not be responsible for the delivery, storage or transport of exhibitors' own equipment. Advance deliveries should be organised directly with the host site. The organisers take no responsibility for accepting or security of such deliveries.

6 Damage to the Exhibition Venue

- a. The exhibitor must avoid causing damage to the structure and finishes around and in the exhibition hall or marquee and must provide such evidence, as is required by the organiser, that appropriate and adequate insurance cover is in existence to cover any claims arising from such damage.

7 Limit of Liability

- a. All equipment and articles exhibited are at the sole risk, and are the sole responsibility, of the exhibitor. All exhibitors must provide their own insurance cover for fire, theft, damage or loss, incl. Public liability; as the organisers cannot be held responsible for accidents to exhibitors, exhibits or attendees.
- b. The organisers shall not be held responsible for the loss or damage to or the safety of any property or of any injury to the exhibitor or his/her agents or servants under any circumstances whatsoever by reason of fire, water, theft, accident and any other cause including erection, maintenance and dismantling of stands and equipment or otherwise the negligence of or breach of statutory duty by the organiser, their agents or servants.
- c. Whilst adequate marketing of these events will be undertaken to attract the exhibition's target audience, the organisers cannot be held responsible for the quantity or quality of visitors if other activities, events or responsibilities, which are beyond the control of the organisers, deleteriously affect attendance.
- d. The organisers will not be held liable for costs associated in regard to any disruption on the day (or set up day) of all exhibitions caused by the enforcement of 'host' site rules and procedures.
- e. Should the exhibitors booking be cancelled or terminated by the organisers at short notice, liability will be limited to the value of the individual venue booking fee paid and no claims for any subsequent associated losses will be considered.

8 Cancellation

- a. Cancellation of any booking after the issue of an invoice will be subject to a £50 +VAT administration charge
- b. If, following the placing and acceptance of a booking, and within six weeks of the exhibition date (including bookings taken within this six week period) the exhibitor gives notice that he/she no longer wishes to attend, then the organisers reserve the right to refuse a refund. If cancellation occurs more than six weeks before the exhibition date then the organisers may, at their discretion, return 50% of the booking fee, minus a £50 plus VAT.

9 Delegate Pack

- a. As an exhibitor you will have the opportunity to provide 25 words detailing your company capabilities and weblink in the electronic delegate pack which will be issued to all attendees. Failure to provide a JPG or PNG copy of your logo and the 25-words description of your company later than 2 weeks prior to your intended participation will result in us just including your company name and website address.