

# Application

Start of stand allocation: October 2022

Phone +49 40 3569 2142, Fax +49 40 3569 2149  
sales@marineinteriors-expo.com

**MARINE INTERIORS** | Cruise & Ferry Global Expo  
Powered by SMM

6 – 8 September 2023, Hamburg  
marineinteriors-expo.com

Please click here for the online application.

1. **Company** (if EU entrepreneur: full company name including legal form and address according to VAT registration)

private person  registered entrepreneur (or legal entity with VAT-Reg.-No.) **VAT-Reg.-No. (EU)** \_\_\_\_\_

Commercial/Company Reg.-No. (non-EU) \_\_\_\_\_ Country of the head office \_\_\_\_\_

Address/P.O. Box \_\_\_\_\_

Country abbr. Postcode \_\_\_\_\_ Town/City \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail (company) \_\_\_\_\_ Internet \_\_\_\_\_

Director first name/surname \_\_\_\_\_

2. **Contact person** E-mail \_\_\_\_\_

First name \_\_\_\_\_ Surname \_\_\_\_\_

Department \_\_\_\_\_ Function \_\_\_\_\_

Phone \_\_\_\_\_ Mobile \_\_\_\_\_

3. **Correspondence address**  as 1.  other \_\_\_\_\_

4. **Invoice address**  as 1.  as 3.  other \_\_\_\_\_

5. **E-mail for electrical invoicing** \_\_\_\_\_

6. Application is herewith made for the inclusion of \_\_\_\_\_ co-exhibitors. (Please use the application for co-exhibitors.)

7. The following **products/services** will be presented (please itemize) \_\_\_\_\_

## Prices/Costs (plus VAT)

| 8. Order exhibition space/stand requirements   |   | 9. Placement requirements/remarks          |  |
|--|---|--|--|
| <b>Stand requirements</b>  | Early bird price (participation fee) until 31.03.2023 | Price (participation fee) as of 01.04.2023 | <input type="checkbox"/> same as MARINE INTERIORS Cruise & Ferry Global Expo 2019 or Hall _____ Stand-no. _____  |
| <input type="checkbox"/> Row stand <input type="checkbox"/> Corner stand <input type="checkbox"/> Front stand <input type="checkbox"/> Island stand                                    | per sq. m exhibition space                            |  |  |
| <b>Exhibition space (minimum size 12 sq. m)</b><br>_____ sq. m, if possible _____ m wide and _____ m deep.<br>Excl. stand construction.  | <input type="checkbox"/> € 457.–                      | <input type="checkbox"/> € 487.–           | <b>10. Main product category</b>   |
| <b>Shell Scheme (minimum size 12 sq. m)</b><br>_____ sq. m, if possible _____ m wide and _____ m deep.<br>Standard stand construction included<br>(details: marineinteriors-expo.com). | <input type="checkbox"/> € 562.–                      | <input type="checkbox"/> € 582.–           | <input type="checkbox"/> 1. Ship Interior Design<br><input type="checkbox"/> 2. Ship Interior Equipment & Technology<br><input type="checkbox"/> 3. Galley, Restaurant, Bar Equipment & Hospitality<br><input type="checkbox"/> 4. Shipyards, Outfitting & Consultants |
| <b>New Suppliers on the Block</b><br>(details and more information:<br>www.marineinteriors-expo.com)   | <input type="checkbox"/> € 3,550.– set rate           |  | <b>11. Mandatory payments</b>  |
|  |   |  | <input checked="" type="checkbox"/> Marketing package per main exhibitor € 395.–<br><input type="checkbox"/> Marketing package per co-exhibitor € 395.–<br><input checked="" type="checkbox"/> AUMA fee per sq. m € 0.60   |

12. **Technical details** (required for stand allocation)  Water supply/outlet  Two floor stand

Max. floor load/sq. m \_\_\_\_\_ kg (if > 450 kg/sq. m) Height of stand/fair item: \_\_\_\_\_ m (if > 3.0 m)

13. **General and Specific Terms of Participation, Technical Regulations and House Rules of Hamburg Messe and Congress GmbH shall be an integral part of the contract. They are applicable in the version valid at the time of signing of contract, and can be inspected at marineinteriors-expo.com/applicationforms.**

We are also happy to send you these documents by e-mail on request (please contact: info@marineinteriors-expo.com). In case of application on behalf of a foreign exhibitor by an inland agent the inland agent is liable for the obligations of the foreign exhibitor resulting from this agreement.

Place and date \_\_\_\_\_ Surname, first name \_\_\_\_\_ Signature (please print and sign) \_\_\_\_\_



Hamburg Messe und Congress GmbH  
P.O. Box 30 24 80 · 20308 Hamburg  
Messeplatz 1 · 20357 Hamburg  
Germany

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MD: Bernd Aufderheide (President + CEO), Uwe Fischer  
Chairman of Supervisory Board:  
State Secretary Andreas Rieckhof  
Commercial register: local court Hamburg HRB 12054  
Registered office: Hamburg

Legal Form: Limited Liability Company  
VAT-Reg.-No.: DE811214125  
Hamburg Commercial Bank  
BIC: HSHNDE33  
IBAN: DE10 2105 0000 0228 1300 00

# Classified directory 2023

Annex to registration as main exhibitor · Please return by fax to +49 40 3569 2149

# MARINE INTERIORS

Cruise & Ferry  
Global Expo  
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Company

## Product categories

### 1 Ship Interior Design

- 1.01 Cabins & Cabin Modules
- 1.02 Casino, Theatre & Entertainment
- 1.03 Fitness, Spa & Pool
- 1.04 Sanitary Facility
- 1.05 Decoration & Accessories
- 1.06 Fabrics & Textiles
- 1.07 Floors & Carpeting
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- 1.15 Other

### 2 Ship Interior Equipment & Technology

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### 4 Shipyards, Outfitting & Consultants

- 4.01 Interior Designers & Consultants
- 4.02 Outfitting Companies
- 4.03 Shipyards
- 4.04 Terminal Architecture & Design
- 4.05 Other



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# Specific Terms of Participation 2023

Event-specific additions to General Terms of Participation (ATB), Technical Regulations (TR) and House Rules of Hamburg Messe and Congress GmbH (HMC)

**Event and legal entity:**

Hamburg Messe und Congress GmbH  
PO Box 30 24 80 · 20308 Hamburg  
Messeplatz 1 · 20357 Hamburg  
– hereinafter called **HMC** –

Tel.: +49 40 3569 0  
Fax: +49 40 3569 2203

info@hamburg-messe.de  
hamburg-messe.de

**Event title:** **MARINE INTERIORS Cruise & Ferry Global Expo powered by SMM**

**Venue:** HMC Fairground

**Event duration:** **6 – 8 September 2023**

**Project management:** Trade Fairs & Exhibitions

Christoph Lücke  
Project Director

E-mail: christoph.luecke@hamburg-messe.de

Lina Hebestriet  
Project Manager

Tel.: +49 40 3569 2142  
E-mail: lina.hebestriet@hamburg-messe.de

Simone Nakötter  
Project Manager

Tel.: +49 40 3569 2146  
E-mail: simone.nakoetter@hamburg-messe.de

**Deadline for registrations /  
Start of space allocation:**

Exhibitors will be allocated "first come first served". Space allocations start in October 2022.

**Deadline for entries  
in exhibitor directory:**

30 June 2023

**Opening times:**

|                             |                   |
|-----------------------------|-------------------|
| Wednesday, 6 September 2023 | 10.00 – 18.00 hrs |
| Thursday, 7 September 2023  | 10.00 – 18.00 hrs |
| Friday, 8 September 2023    | 10.00 – 14.00 hrs |

**Assembly times:**

|                  |                   |
|------------------|-------------------|
| 4 September 2023 | 07.00 – 20.00 hrs |
| 5 September 2023 | 07.00 – 20.00 hrs |

**Disassembly times:**

|                  |                   |
|------------------|-------------------|
| 8 September 2023 | 14.00 – 24.00 hrs |
| 9 September 2023 | 07.00 – 20.00 hrs |

**Early stand assembly /  
Extended disassembly:**

Any requests for early stand assembly/extended disassembly times must be submitted in writing to the Trade Fair and Exhibition Technology Department and approved (see Online Service Center /approvals and applications). For any questions, please contact the Trade Fair and Exhibition Technology Department (Tel.: +49 40 3569 2528 / e-mail: ops@hamburg-messe.de).

**Exhibitor passes:  
(see clause 16 ATB)**

Exhibitors will receive exhibitor passes free of charge according to their stand size (1 pass per 10 square meters). If you need further passes please contact the project management team.  
NO exhibitor passes are needed for assembly and disassembly.

**Marketing package:  
(see clause 14 ATB)**

The charge for the mandatory marketing package for main and co-exhibitors is € 395 each plus VAT. This fee includes an entry in all of the trade fair and the Visitor Information System, plus free visitor Wi-Fi.  
The deadline for requesting an entry in the trade fair media will be communicated by the responsible service partner or Hamburg Messe in a timely fashion. Requests not received by the deadline will result in existing information from the event registration/acceptance data being used. Exhibitors registered/accepted after the deadline will be entered into digital trade fair media only; full charges apply. Feel free to direct any enquiries to the contacts named within the section for trade fair media of the Hamburg Messe Online Service Center (OSC).

**Registration charge for  
co-exhibitors:  
(see clause 4.3. ATB)**

Co-exhibitors must be notified to HMC in writing with indication of company name, address, and products/services. Please complete the separate registration form for this purpose.  
No charge is made for co-exhibitors.

**Exchange of exhibitor:**

The transfer of the booked stand space is only possible by prior approval of HMC and signing a transfer agreement.

**Exhibit protection:**

Subject to a decision by the Federal Justice Ministry, HMC offers exhibitors a certificate for submission to the German Patent and Trade Mark Office that the exhibit to be protected (consumer/investment product, design/utility model) has been exhibited at Marine Interiors 2023. For further information see Online Service Center /approvals and applications.

**Invitations:**

Invitation codes for inviting customers can be ordered free of charge in the Online Service Center / exhibitor ticket shop. The exhibitor ticket shop also provides you with a list of the invitations which have been used and, after the exhibition has started, a list of the invitations with admittance. Please track which customer received which invitation code before sending them out in order to be able to evaluate the invitations after the show. The exhibitor is not entitled to receive the complete customer data.



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|  |  |
|--|--|
| <b>Reductions in size of stand space:</b>  | The stand space specified in the acceptance is binding. After acceptance, any reductions in stand space requested by the exhibitor are possible only in consultation with HMC, and do not lead to reduction in stand rent. If HMC succeeds in renting out the stand space to a third party, an administrative fee amounting to 25 % of the (proportional) participation fee for the space not used by the exhibitor is payable in accordance with clause 8.2 ATB.  |
| <b>Cancellation of stand:</b><br>(see clause 8.2. ATB)                                     | Free-of-charge cancellation is possible within the period specified in the placement proposal, or until acceptance without placement proposal. In the event of cancellation after acceptance, clause 8 ATB shall be applicable.  |
| <b>Cost element clause:</b>  | HMC may, at its reasonably exercised discretion, adjust the prices subject to this contract (pursuant to German Civil Code (BGB), Section 315) to reflect the development of costs relevant for price calculation. A price increase may be considered, and prices shall be lowered as appropriate, for example, in response to higher or lower costs incurred for the procurement of energy, or as warranted otherwise by changes of the cost situation due to new legal conditions affecting the event hereunder (such as a higher legal minimum wage). In the event of cost increases of a particular cost type, such as electricity costs, the prices charged by HMC may only be raised to the extent that the cost increase is not offset by decreasing costs in other areas, such as sales. If any costs, such as electricity costs, are lowered, HMC must lower its prices accordingly unless the lower costs are partially or entirely offset by higher costs in other areas. In exercising its reasonable discretion, HMC will choose the timing of any price change to avoid accounting for cost reductions in a manner that will put the Exhibitor at a disadvantage relative to cost increases, in other words, HMC will make sure that cost reductions will be reflected in its prices to the same extent as cost increases.   |
| <b>Miscellaneous/<br/>Specific points for the event:</b>                                   |  |
| <b>Stand types:</b>  | <b>Space only</b><br>minimum 12 sq. m<br><br>€ 457 per sq. m – plus VAT <b>early bird rate</b> (until 31.03.2023)<br>€ 487 per sq. m – plus VAT (as of 01.04.2023)<br><br>An area of the exhibition space (no power, walls or carpet included, additional services can be ordered in the OSC)<br><br><b>Shell Scheme</b><br>minimum 12 sq. m<br><br>€ 562 per sq. m – plus VAT <b>early bird rate</b> (until 31.03.2023)<br>€ 582 per sq. m – plus VAT (as of 01.04.2023)<br><br><b>What is included?</b> <ul style="list-style-type: none"><li>• Stand partition walls to the neighbouring stands/hall walls including necessary supporting walls, height 2.50 m, complete wall cladding in black – no visible construction system – joints between the cladding elements</li><li>• Fascia board on the open sides of the stand, side wall panel H x W approx. 250 x 30 cm, incl. 15 foil letters, white</li><li>• Ripped carpet, roll goods, standard colours (blue, grey, red, anthracite)</li><li>• 1x LED beam spotlight per 3 sq.m stand area</li><li>• 1x waste paper basket</li><li>• 1x socket, internal cabling</li><li>• Electrical connection 3 kW (incl. consumption, 1 socket, stand earthing)</li><li>• Daily cleaning (cleaning carpets, wiping tables and counters, vacuuming upholstered chairs)</li><li>• Daily waste disposal (provision of a 60 l garbage bag per day, including disposal)</li><li>• Exhibitor passes free of charge</li><li>• Free visitor Wi-Fi</li></ul><br>If desired, the shell scheme can be ideally combined with one of our furniture packages.<br>Please refer to the online shop in the Online Service Center (OSC) for the conditions.<br><br>Please note:<br>For technical reasons we regret that we are unable to allow exhibitors to build their own stand within a shell scheme stand. |
| <b>AUMA fee: (Auma is the association of the German Trade Fair Industry)</b>               | <b>The AUMA fee is € 0.60/sq. m plus VAT.</b>  |
| <b>General reimbursement of costs in the event of cancellation:</b><br>(see clause 15 ATB) | No general reimbursement of costs in accordance with clause 15.2 sentence 2 ATB will be charged in the event of cancellation due to force majeure.   |

# Application co-exhibitors

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**Please note that all co-exhibitors must be registered and require permission to attend from Hamburg Messe und Congress GmbH.**

Co-exhibitors: Co-exhibitors are companies other than the main exhibitor with representation by their own staff in a rented stand area. They are also considered to be co-exhibitors if they are associated with the main exhibitor in financial or organisational terms.

Registration fee: free of charge

Marketing package: An entry will be made in the MARINE INTERIORS Cruise & Ferry Global Expo 2023 catalogue and the associated online exhibitor database. The fee for the marketing package is € 395.– excluding VAT.

Name of the main exhibitor

Registration No.

**We hereby request the following co-exhibitor to be included at MARINE INTERIORS Cruise & Ferry Global Expo 2023:**

(To register additional co-exhibitors, please use copies of this form.)

**Company** (if EU entrepreneur: full company name including legal form and address according to VAT registration)

private person     registered entrepreneur (or legal entity with VAT-Reg.-No.)    VAT-Reg.-No. (EU)

Commercial/Company Reg.-No. (non-EU)    Country of the head office

Contact Person

Address/P.O. Box

Country abbr.    Postcode    Town/City

Phone    Fax

E-mail (company)    Internet

**E-mail for electronic invoicing**

The following **products/services** will be presented (please itemize)

**Please tick your main product categories/service areas in the attached list to register as a co-exhibitor at MARINE INTERIORS Cruise & Ferry Global Expo 2023.**

**By submitting this registration, the undersigned accepts the General and Specific Terms of Participation, Technical Regulations and House Rules of Hamburg Messe und Congress GmbH. Furthermore, the undersigned undertakes to extend these terms and rules to any co-exhibitors. They can be inspected at marineinteriors-expo.com/applicationforms. The main exhibitor agrees that the co-exhibitor is allowed to place orders via the online service centre at his own expense.**

Place and date

Surname, first name main exhibitor

Signature main exhibitor (please print and sign)



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