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# Official USA Pavilion

OCTOBER 21-25, 2018 | PARIS NORD VILLEPINTE, FRANCE

## The World's Largest Food Innovation Exhibition

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OFFICIAL USA PAVILION ORGANIZED BY

Imex Management, Inc.  
[www.ImexManagement.com](http://www.ImexManagement.com)

USDA ENDORSED



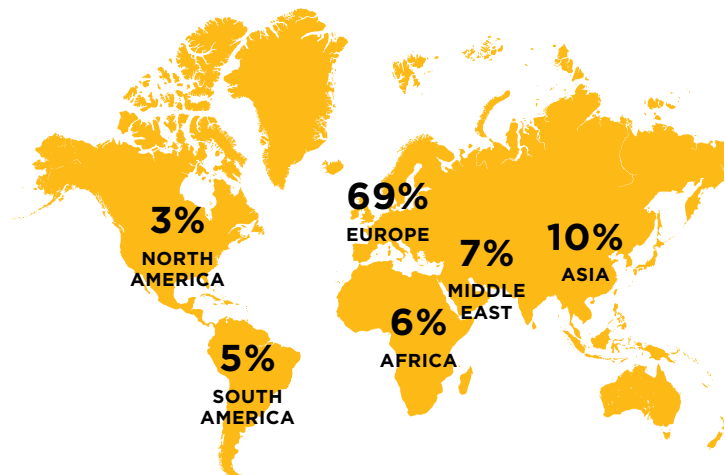
Officially Endorsed by the U.S. Department  
of Agriculture, Washington, DC

# SIAL Paris 2018: The Global Food Marketplace

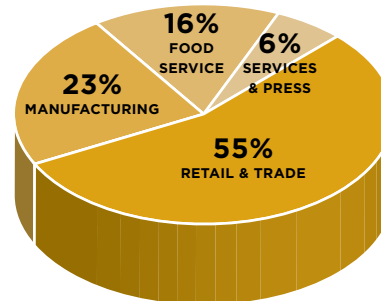
## Let the food world come to you, in Paris

- The 28th edition of SIAL Paris will be the world's largest international food and beverage trade exhibition in 2018
- All food sectors - retail, distribution, food service, manufacturing, international trading - will be represented
- The only show in 2018 where you can meet key buyers from every continent

## Meet with 155,000+ buyers from around the globe



## Visitor profile by industry



## 2016 Edition

└ **155,700** visitors from 194 countries

└ **7,020** exhibitors from 109 countries

## More Info

# The USA Pavilion offers prestige and visibility!

## Exclusive Services & Amenities

As an exhibitor in the USA Pavilion, you will enjoy these exclusive services & amenities:



A highly desirable **central location** on the show floor.



A fully-assisted, exhibitor-friendly process from registration through show dates from Imex Management staff in the **U.S. and on-site in Paris.**



The prestige and visibility of the USA group stand, a **focal point for visitors** and trade press.



Individual listing in and complimentary copies of the **official show catalogue** and **USA Pavilion directory.**



**Individual partitioned** exhibit space that showcases each exhibiting company's identity.



Free **exhibitor badges** and **visitor invitations.**



**Marketing support services** from the USDA Office of Agricultural Affairs in Paris including local promotion to importers, on-site market briefing and on-going market assistance during the show.



**Assistance** with shipping, hotel arrangements, etc.

## To reserve space or for more information, contact us:

**Imex Management, Inc.**  
4525 Park Road, Suite B-103  
Charlotte, NC 28209 USA  
704.365.0041 | 704.365.8426 fax  
www.ImexManagement.com

**Molly D'Elia**  
MollyD@ImexManagement.com

**Eric Halsten**  
EricH@ImexManagement.com

## Booth Package Fees

### All booths include:

- Wall-to-wall carpeting
- Back and side hard walls
- Fascia with company name
- 1 220-volt outlet
- 1 lockable demonstration counter
- Wastebasket

Additional amenities are included depending on booth package size. For more information and full details on all booth options, click below.

### 12 SQM BOOTH

€9,295/12 SQM

EARLY REGISTRATION THROUGH JANUARY 31, 2018

### RAW SPACE (MIN. 54 SQM)

€435/SQM

EARLY REGISTRATION THROUGH JANUARY 31, 2018

€9,995/12 SQM

STANDARD REGISTRATION AFTER JANUARY 31, 2018

€465/SQM

STANDARD REGISTRATION AFTER JANUARY 31, 2018

### 9 SQM BOOTH

€7,995/9 SQM

EARLY REGISTRATION THROUGH JANUARY 31, 2018

### CO-EXHIBITOR

€995

PER CO-EXHIBITOR

€8,595/9 SQM

STANDARD REGISTRATION AFTER JANUARY 31, 2018

### PAVILION PASS

€995

PER PERSON  
FOR COMPANIES ONLY INTERESTED  
IN ATTENDING THE SHOW

### 6 SQM BOOTH

€6,095/6 SQM

EARLY REGISTRATION THROUGH JANUARY 31, 2018

### CORNER SURCHARGE

10% PREMIUM

(MIN 12 SQM)

€6,595/6 SQM

STANDARD REGISTRATION AFTER JANUARY 31, 2018

## Reserve Your Space Today!

# SIAL Paris 2018: Booth Package Details

Reserve Your Space Today!



## Full 12 SQM Booth

All USA Pavilion services & amenities plus:

- Wall-to-wall carpeting **€9,295/12 SQM**  
EARLY REGISTRATION  
THROUGH JANUARY 31, 2018
  - Back and side hard walls
  - Fascia with company name **€9,995/12 SQM**  
STANDARD REGISTRATION  
AFTER JANUARY 31, 2018
  - 4 spotlights
  - 1 220-volt outlet
  - 1 round table and 3 chairs
  - 1 lockable demonstration counter
  - 1 lockable showcase counter
  - 4 wall shelves (1 meter long each)
  - Wastebasket
  - One-way shipping of 100 pounds of product samples\*
  - 3 exhibitor badges
  - 20 complimentary visitor invitations per registered exhibitor
- CO-EXHIBITOR**  
**€995**  
PER CO-EXHIBITOR
- REPRESENTED COMPANY**  
**€595**
- CORNER SURCHARGE**  
**+10% PREMIUM**  
(MIN 12 SQM)

\*One-way shipping from a consolidation point in the U.S.

## 9 SQM Booth

All USA Pavilion services & amenities plus:

- Wall-to-wall carpeting **€7,995/9 SQM**  
EARLY REGISTRATION  
THROUGH JANUARY 31, 2018
  - Back and side hard walls
  - Fascia with company name **€8,595/9 SQM**  
STANDARD REGISTRATION  
AFTER JANUARY 31, 2018
  - 3 spotlights
  - 1 220-volt outlet
  - 1 round table & 2 chairs
  - 1 lockable demonstration counter or showcase counter
  - 3 wall shelves (1 meter long each)
  - Wastebasket
  - One-way shipping of 75 pounds of product samples\*
  - 2 exhibitor badges
  - 20 complimentary visitor invitations per registered exhibitor
- CO-EXHIBITOR**  
**€995**  
PER CO-EXHIBITOR

\*One-way shipping from a consolidation point in the U.S.

## 6 SQM Booth

All USA Pavilion services & amenities plus:

- Wall-to-wall carpeting **€6,095/6 SQM**  
EARLY REGISTRATION  
THROUGH JANUARY 31, 2018
  - Back and side hard walls
  - Fascia with company name **€6,595/6 SQM**  
STANDARD REGISTRATION  
AFTER JANUARY 31, 2018
  - 2 spotlights
  - 1 220-volt outlet
  - 1 bar stool
  - 1 lockable demonstration counter
  - 2 wall shelves (1 meter long each)
  - Wastebasket
  - One-way shipping of 50 pounds of product samples\*
  - 2 exhibitor badges
  - 10 complimentary visitor invitations per registered exhibitor
- CO-EXHIBITOR**  
**€995**  
PER CO-EXHIBITOR

\*One-way shipping from a consolidation point in the U.S.

## Raw Space (54 SQM MINIMUM)

Exhibitors interested in customizing a large space can select the Raw Space option which includes all USA Pavilion services & amenities plus:

- Exhibit space **€435/SQM**  
EARLY REGISTRATION  
THROUGH JANUARY 31, 2018
  - Carpeting
  - 1 exhibitor badge per 4 SQM contracted **€465/SQM**  
STANDARD REGISTRATION  
AFTER JANUARY 31, 2018
  - 20 complimentary visitor invitations per registered exhibitor
  - Standfitting not included (if requested, proposal will be made based on exhibitor requirements)
- CORNER SURCHARGE**  
**+10% PREMIUM**  
(MIN 12 SQM)

## Pavilion Pass

For companies interested in only attending the show.

- Access to USA Pavilion Hospitality Lounge, Internet Café, Business Center and Meeting Rooms **€995**  
PER PERSON
- 1 exhibitor badge

# Seize The Opportunity For Additional Assistance Through The State Regional Trade Groups

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## **Generic Program**

U.S. exhibitors in the USA Pavilion may also benefit from additional marketing and logistical assistance through the Generic Program. The list of services offered is customized for each show and by each SRTG but may include: pre-show product research; translation of sales materials; furnished booth space and signage; interpreters assistance; shipping assistance; pre-arranged meetings with potential buyers; market-briefing and local industry tours; on-site show assistance and follow-up after the exhibition. Not all SRTGs offer all these specific services. Please contact us or your particular SRTG to determine what programs and services are available to your company.

## **Cost Sharing Program**

Your company may be eligible to receive 50% reimbursement on marketing expenses through the USDA-funded Cost Sharing Program. This financial support helps offset the costs of exhibiting at international trade shows including: international travel, booth fees and displays, freight costs to shows, plus help with packaging changes to meet market specifications for your new sales and distribution.

# Booth Application & Contract Form for USA Pavilion

SIAL PARIS 2018 | OCTOBER 21-25, 2018 | PARIS NORD VILLEPINTE, FRANCE

## 4 STEPS TO APPLY

- 1 Complete and sign** the Booth Application & Contract Form
- 2 Read** Terms & Conditions on the reverse side and initial
- 3 Submit Booth Application** & Contract Form with payment 50% deposit due with Application 50% balance due May 30, 2018
- 4 Make wire transfer in Euros to:**

### Account Name

Imex Management, Inc

### IBAN (account number)

GB91 PNBP 1656 7188 0027 67

### Bank Name

Wells Fargo Bank, N.A. London

### BIC / Bank Swift Code

PNBPG2L

**Transfer Fees** Outgoing wire transfer fees to be borne by sender (use charge code "OUR")

### Send application and wire transfer confirmation to:

Imex Management, Inc.  
4525 Park Road, Suite B-103  
Charlotte, NC 28209 USA  
704.365.0041 | 704.365.8426 fax

### Molly D'Elia

MollyD@ImexManagement.com

### Eric Halsten

EricH@ImexManagement.com

The company, as described below, hereinafter referred to as "Exhibitor", applies for participation in the USA Pavilion at SIAL Paris 2018, in Paris, France organized by Imex Management, Inc. hereinafter referred to as "Management".

**COMPANY NAME** \_\_\_\_\_

Street Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Telephone \_\_\_\_\_ Website \_\_\_\_\_

**CONTACT FOR EXHIBIT PLANNING** \_\_\_\_\_ Email \_\_\_\_\_

**TYPE OF PRODUCTS TO BE EXHIBITED** \_\_\_\_\_

**WE CONFIRM A MAJORITY OF OUR PRODUCTS ARE OF U.S. ORIGIN (SEE ARTICLE 3 OF TERMS & CONDITIONS FOR REQUIREMENT DETAILS)**

**EXHIBIT SPACE REQUESTED** All booths include the services and amenities specified in the SIAL Paris 2018 USA Pavilion Exhibitor Brochure. Prices are inclusive of all taxes and fees.

### EARLY REGISTRATION (THROUGH JANUARY 31, 2018)

A total of \_\_\_\_\_ Full 12 SQM Booth(s) @ **€9,295 = €** \_\_\_\_\_

A total of \_\_\_\_\_ 9 SQM Booth(s) @ **€7,995 = €** \_\_\_\_\_

A total of \_\_\_\_\_ 6 SQM Booth(s) @ **€6,095 = €** \_\_\_\_\_

Raw Space (minimum 54 SQM) \_\_\_\_\_ SQM @ **€435 = €** \_\_\_\_\_

### STANDARD REGISTRATION (THROUGH JANUARY 31, 2018)

A total of \_\_\_\_\_ Full 12 SQM Booth(s) @ **€9,995 = €** \_\_\_\_\_

A total of \_\_\_\_\_ 9 SQM Booth(s) @ **€8,595 = €** \_\_\_\_\_

A total of \_\_\_\_\_ 6 SQM Booth(s) @ **€6,595 = €** \_\_\_\_\_

Raw Space (minimum 54 SQM) \_\_\_\_\_ SQM @ **€465 = €** \_\_\_\_\_

**CO-EXHIBITOR** \_\_\_\_\_ @ **€995 = €** \_\_\_\_\_

**REPRESENTED COMPANY** \_\_\_\_\_ @ **€595 = €** \_\_\_\_\_

**PAVILION PASS** \_\_\_\_\_ @ **€995 = €** \_\_\_\_\_

**SUBTOTAL = €** \_\_\_\_\_

**10% CORNER SURCHARGE (MIN 12 SQM) = €** \_\_\_\_\_

**TOTAL COST = €** \_\_\_\_\_

**DEPOSIT DUE WITH APPLICATION 50% OF TOTAL = €** \_\_\_\_\_

### PAYMENT TERMS: 50% DEPOSIT DUE WITH APPLICATION; 50% BALANCE DUE MAY 30, 2018.

We the undersigned exhibiting company, hereby apply and agree to comply by the Terms & Conditions printed on the reverse side of this application. Enclosed is the wire transfer confirmation for € \_\_\_\_\_, covering the exhibit space as indicated above. The person(s) signing this document expressly represents and warrants to Management that he or she is authorized by Exhibitor to bind it to the terms hereof. The undersigned acknowledges that he or she has read and accepts the terms as set forth on both sides of this Booth Application & Contract Form.

Signature \_\_\_\_\_ Title \_\_\_\_\_ Type or Print Name \_\_\_\_\_ Date \_\_\_\_\_

# Terms & Conditions for USA Pavilion

SIAL PARIS 2018 | OCTOBER 21-25, 2018 | PARIS NORD VILLEPINTE, FRANCE

Upon acceptance of your completed Booth Application & Contract Form and booth deposit, the following Terms & Conditions will be in effect and are subject to such additions or changes as may be made by Imex Management, Inc. in the Exhibitor's Manual. Exhibitors will be promptly advised of any changes or additions. *Please keep a copy for your records.*

**1. THE FOLLOWING CONDITIONS** as well as rules and regulations laid down by the show organizers, are part of the Participation Agreement made through the signing of the "Booth Application and Contract Form" as though fully incorporated therein, and each participant, hereinafter referred to as Exhibitor, is bound by each and everyone thereof.

**2. IMEX MANAGEMENT, INC.**, hereinafter referred to as Management, undertakes within the framework of the offer submitted to carry out the project described in the USA Pavilion at SIAL Paris 2018 Exhibitor Brochure, on the condition that the requisite number of Exhibitors apply.

**3. NOTICE ON PRODUCT ORIGIN** [All companies exhibiting in the USA Pavilion at a USDA-endorsed show must promote and display a majority of U.S. agricultural or U.S. food products. An agricultural or food product shall be considered to be U.S. origin if it is comprised of at least 50 percent by weight, exclusive of added water, of agricultural commodities grown or raised in the United States. If booth displays are determined not to comply with this requirement, exhibitor may be asked to alter its display or to leave the USA Pavilion.](#)

**4. SPACE ASSIGNMENTS** Exhibit space assignments within the pavilion are made on a first-come, first-served basis. No assignment will be official until a completed application and the proper deposit has been received and accepted by Management. The location and layout of the USA Pavilion are subject to change at the sole discretion of the show organizers. The floor plan of the pavilion may also change to fit the total space demand. Space numbers printed in the Pavilion floorplan are for pavilion use only. Exhibit space numbers will be assigned to the Pavilion by the show organizers at a later date.

**5. EXHIBITOR AGREES** to provide their own property and liability insurance, keep a fully equipped, manned booth in the USA Pavilion at all opening hours throughout the show, make payments for exhibit space and additional expenses as scheduled and not to reassign, grant or license the use of Exhibitor's space without written consent from Management.

**6. SHARING OF BOOTH** Exhibitor agrees to share the assigned booth with no more than one other exhibitor. Management will authorize no more than two companies to be listed on the fascia board and will permit no more than two companies to be represented in the booth. An additional \$500 booth sharing fee will be charged per booth to cover administrative charges.

**7. LIABILITY** The Exhibitor agrees to indemnify and hold harmless the Management, the Show organizers, the Exhibition Hall Facility and City in which this exhibition is being held, and their Officers, Agents and Employees, against all claims, losses, suits, damages, judgments, expenses, costs and charges of every kind resulting from its occupancy of the space contracted herein for by reason of personal injuries, death, property damages, or any other cause sustained by any persons or others.

The Management shall not be responsible for loss or damage to displays or goods belonging to Exhibitors whether resulting from fire, storms, acts of God, air conditioning or heating failure, theft, pilferage, mysterious disappearance, bomb, threats or other causes. All such items are brought to the Exhibition and displayed at Exhibitor's own risk, and should be safeguarded at all times. The Exhibitor agrees that Management shall not be responsible in the event of any errors or omissions in the listings in the exhibition official directory and in any promotional material. Exhibitor agrees to indemnify Management against and

hold it harmless for any claims and for all damages, costs and expenses, including, without limitation, attorneys' fees and amount paid in settlement, incurred in connection with such claims arising out of the acts or negligence of Exhibitor, his agents or Employees.

**8. PAYMENT SCHEDULE** The payment schedule is as follows: 50% deposit with submission of Booth Application and Contract Form, 50% balance due by date specified overleaf on Booth Application and Contract Form. Management has the right to replace any exhibitor who has not paid its space 90 days before the show. The cancellation policy listed below will apply in that case.

**9. CANCELLATIONS** In the event of Management agreeing to any request for release from the contract, Exhibitor will be liable for all or part of the exhibit space cost stated overleaf in the Booth Application and Contract Form on the following scale:

- "Cancellation 271 days or more before the show: 25% of cost"
- "Cancellation between 270 and 121 days before the show: 50% of cost"
- "Cancellation 120 days or less before the show: full cost"

This scale will apply only from the date Management receives written notice by letter, email or fax. These cancellation fees are considered to be liquidated damages for the injuries Management will suffer as a result of Exhibitor's cancellation. The Exhibitor acknowledges that damages for breach of this contract are difficult to ascertain at the time of this contract's formation and moreover, Exhibitor acknowledges that the agreed upon liquidated damages are a reasonable forecast of compensatory damages in case of breach. The Exhibitor also acknowledges that its withdrawal from its reserved space at a time when other entities would be interested in occupying it will cause Management to sustain damages. In such situation,

the Management's damages will be significant, but not precisely calculable. This provision for liquidated and agreed upon damages is not a penalty and therefore the provision for liquidated damages is valid. The date of cancellation should be the postmarked date on such correspondence.

**10. FORCE MAJEURE** In the event of fire, war, public calamity, force majeure or other reasons beyond Management's control preventing all that is indispensable to the staging of the USA Pavilion, Management may decide at any time to cancel all applications for Exhibit Space already filed while notifying the Exhibitors of this decision in writing. Whatever the reasons of such cancellation, the Exhibitors are not entitled to any compensation or indemnity. Funds remaining after payment of all costs will be distributed among Exhibitors proportionately to the amounts paid by them. It is here with expressly agreed that Exhibitors shall have no rights of preferring claims against Management on any grounds or for any reasons whatsoever.

## Booth Package Fees

**12 SQM BOOTH**  
**€9,295/12 SQM**  
EARLY REGISTRATION  
THROUGH JANUARY 31, 2018

**€9,995/12 SQM**  
STANDARD REGISTRATION  
AFTER JANUARY 31, 2018

**9 SQM BOOTH**  
**€7,995/9 SQM**  
EARLY REGISTRATION  
THROUGH JANUARY 31, 2018

**€8,595/9 SQM**  
STANDARD REGISTRATION  
AFTER JANUARY 31, 2018

**6 SQM BOOTH**  
**€6,095/6 SQM**  
EARLY REGISTRATION  
THROUGH JANUARY 31, 2018

**€6,595/6 SQM**  
STANDARD REGISTRATION  
AFTER JANUARY 31, 2018

**RAW SPACE (MIN. 54 SQM)**  
**€435/SQM**  
EARLY REGISTRATION  
THROUGH JANUARY 31, 2018

**€465/SQM**  
STANDARD REGISTRATION  
AFTER JANUARY 31, 2018

**CO-EXHIBITOR**  
**€995**  
PER CO-EXHIBITOR

**PAVILION PASS**  
**€995**  
PER PERSON  
FOR COMPANIES ONLY  
INTERESTED IN ATTENDING  
THE SHOW

**CORNER SURCHARGE**  
**10% PREMIUM**  
(MIN 12 SQM)

INITIALS: \_\_\_\_\_