

PIBS

**PALMA
INTERNATIONAL
BOAT SHOW**

Participation rules



Palma International Boat Show
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Moll Vell de Palma
boatshowpalma@idi.es



G CONSELLERIA
O TRANSICIÓ ENERGÉTICA,
I SECTORS PRODUCTIUS
B I MEMÒRIA DEMOCRÀTICA

idi Institut d'Innovació
Empresarial
de les Illes Balears

BYBA
BALEARIC YACHT BROKERS ASSOCIATION

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1. General information

Designation Name

Palma International Boat Show - PIBS 2023

Organisation

Instituto de Innovación Empresarial de las Illes Balears (IDI)

Plaza de Son Castelló, 1. 07009 Palma (Illes Balears)

www.palmainternationalboatshow.com

Contact

customerservice@palmainternationalboatshow.com

Online chat via www.palmainternationalboatshow.com

Venue

Moll Vell. Port of Palma. 07012 Palma

Date

27 - 30 April 2023

Opening hours

10.00 am - 8.00 pm

Sectors represented

- Recreational craft
- Superyachts
- Boat building and maintenance
- Refit & Repair
- Yacht brokers
- Naval electronics, navigation, and communication systems
- Nautical equipment
- Nautical sports
- Marinas
- Marine engines and generators
- Jet skis and quads
- Nautical-tourist offer / Boat rentals
- Official bodies

2. Legal status

The Palma International Boat Show is organised by the Institute for Business Innovation of the Balearic Islands (IDI), an instrumental body attached to the Vice-Presidency and Regional Ministry of Energy Transition, Productive Sectors and Democratic Memory of the Government of the Balearic Islands.

The registered office is at Plaza de Son Castelló, 1, 07009 Palma. Tel. 971 17 61 61. NIF: Q5755018H.

The objectives of the IDI include offering technical and strategic support for the competitive improvement of the different business sectors of the Balearic Islands, more specifically the nautical sector, which is regarded as a strategic sector in the Industry Plan 2018-2025.

The organisation and operation of the IDI is governed by its Statutes.

3. Registration

3.1. Participation application

The participation application must be completed in accordance with the model (form) provided on the website www.palmainternationalboatshow.com.

All sections of the form must be completed and signed by the person duly authorised by the applicant company.

The application form must be sent to the organisation within the deadline indicated..

3.2. Allocation of slots

The allocation of slots is reserved for the IDI. This allocation will be made on the basis of the following general criteria:

1. The creation of hubs or centres of reference for the international presentation of new products.
2. The uniqueness of the product to be exhibited within the portfolio of products and services presented at the nautical fair. Novelty, appropriateness and sense.
3. Seniority, i.e. exhibitors who have participated continuously in previous editions, provided that they have formalised their booking within the deadline established for each event.
4. The compartmentalisation and general distribution of space. The balance of exhibitors in the

different sectors of the fair.

5. The date of the application. Order in which applications are received.
6. The number of square metres requested. Those exhibitors with the largest contracted surface area.

The organisers reserve the right to allocate specific locations, provided that these decisions are in the general interest for the smooth running and effectiveness of the event.

3.3. Participation contract

Once the application to participate has been received, the organisation will send the applicant company the participation contract, indicating the location proposed and the square metres allocated, as well as the location plan.

By signing this contract, the applicant company acknowledges and accepts PIBS participation rules as well as the space allocated.

The participation contract is valid only for the company listed in the registration and for the PIBS 2023.

Exhibitor status is acquired by signing the participation contract and paying 100% of the fee.

3.4. Admission as exhibitor

Only companies whose products are compatible with the general theme of the event (sailing) will be admitted.

The exhibition of used equipment and/or boats will not be allowed, except for products presented by their manufacturers and/or official companies representing them at the fair as samples or reference products, provided that they are commercially valid models, in perfect condition and no older than three years.

For boats measuring over 22 metres in length and managed by brokers, the PIBS 2023 offers the area known as **Superyacht Village**, a space reserved exclusively for large yachts, equipment and support services, where the direct commercial management of used boats (sale and rental) is authorised. **The Balearic Yacht Brokers Association (BYBA) is responsible for the commercial and promotional management of this area.**

The Superyacht Village harbours the Refit & Repair Show, an exhibition area specifically designed for companies specialising in the maintenance, repair, refit and modernisation of large boats.

The display of products of a particular brand will be the sole responsibility of the exhibitor. The show organisers decline all responsibility in this respect.

The organisers reserve the right of admission of exhibitors and the products to be exhibited.

Companies with outstanding balances owed to the IDI will not be allowed to participate.

Outstanding unpaid balances, non-compliance with the participation rules and the performance of any actions contrary to the prestige or good image of the PIBS or the IDI, may result in the exhibitor being disqualified from contracting with the PIBS and the IDI in future.

3.4.1. Direct exhibitor / Brand represented / Collective or institutional participation / Co-exhibitor

A direct exhibitor is herein defined as the company, person or entity that submits the application to participate and formalises the participation contract.

The direct exhibitor may not subcontract the space allocated.

The company represented is the company or companies that the direct exhibitor authorises to participate in its stand and carry out a specific commercial activity.

With regard to the PIBS, collective and/or institutional participation requires the existence of an organisation or company to be regarded, for all purposes, as a direct exhibitor.

Companies with a direct physical and commercial presence at the exhibitor's stand will be regarded as co-exhibitors. For such companies to participate, it will be necessary for them to make a specific request to PIBS 2023 organisers and pay a **fee of €175 (+ VAT)**, which will allow them to carry out their professional activity at the exhibition site and be included in the official catalogue of the fair.

3.5. Obligation to exhibit and opening of the stand

The goods and products exhibited must remain at the exhibitor's stand during the days and hours of the event.

The exhibitor undertakes to be present at the stand during the opening hours of the event.

Stands must be open during the opening hours of the fair. The organisers reserve the right to close the stand or those facilities that do not comply with the conditions of the participation rules.

4. Payment terms

To participate in the Palma International Boat Show, **exhibitors must be up to date with their payments**. In the event of any outstanding balances, **the participation contract will be cancelled**. No documentation, stand assembly or exhibition area permits will be issued, nor will boats be allowed to dock in the marina if payment is not up to date.

Payment terms:

A single 100% payment to be made within 30 days of receipt of the invoice.

Invoices will be sent by the organisation from 1 January 2023.

If the contract is formalised from 22 March 2023, the deadline for payment of 100% of the invoice is 20 April.

The participation rules must be accepted before the payment is made.

Exhibitors will be able to make payments on the due dates indicated via:

**- Bank transfer: CAIXABANK, S.A
IBAN ES20 2100 5963 511300134239 SWIFT CAIXESBBXXX**

5. Cancellations and reductions of spaces

Exhibitors cancelling their participation in the event must give the organisers due written notification of their cancellation.

Exhibitors may cancel their reservation without penalty if this cancellation is made prior to 18 March 2023.

Cancellations made in the period from 19 March to 8 April 2023 will be penalised with 50 % of the total amount agreed in the contract.

If cancellations are made after 9 April 2023, exhibitors will be obliged to pay the full contract price.

Reductions of contracted exhibition space shall be governed by the same rules as for cancellations.

If the exhibitor has not paid the full amount before the start of assembly or fails to be present at the space contracted on the opening day of the event, the exhibitor's participation may be considered cancelled, and the organisation shall be free to assign the space or stand to a third party, without any obligation to pay compensation or reimbursement.

Under no circumstances may the contracted exhibition areas be divided or ceded, whether totally or partially, to third parties.

5.1. Closure of the stand

The organisers may close a stand during the assembly or celebration period if the exhibitor fails to comply with any of the established rules or if there is a court order to this effect, the organisers being under no obligation to compensate or reimburse the amounts paid in advance for their participation.

The organisation reserves the right to evict a stand, in which case all expenses incurred will be borne by the exhibitor.

5.2. Unoccupied berths and exhibition areas

Any contracted exhibition space and/or berth at which the successful bidder is not present three hours prior to the official opening of the fair shall remain at the disposal of the organisers and may be freely allocated to any other interested party without any compensation being due.

If, for any reason, an exhibition space and/or berth cannot be occupied until after the opening of the fair, specific authorisation for this purpose must be requested from the organisers.

6. Stands and regulations for the construction of design stands and supporting exhibition infrastructures

PIBS 2023 offers exhibitors different spaces within the exhibition grounds for the presentation of their products, on the basis of the technical and logistical needs of the event, as well as the possible peculiarities of the products to be exhibited:

- a) Fully equipped stands that include the exhibition space, platform, carpet, approved self-supporting marquee, electrical installation, lighting, and signage, as well as the permits and administrative licences and insurance required for their implementation and use. The dimensions are 3 x 3 m, 4 x 3 m, 4 x 4 m, 5 x 4 m and 5 x 5 m, or multiples of these.

- b) Outdoor exhibition spaces where exhibitors can set up their own design stands and organise their exhibition with more flexibility.
- c) Berths located in the marina of the exhibition centre, duly adapted to the physical specifications provided by exhibitors during the contracting process.

The organisers of the PIBS also offer the service of erecting and renting approved self-supporting marquees, platforms, carpeting, sockets, and electricity supply.

For areas of less than 50 m², the use of the marquees provided by the PIBS organisers is compulsory.

The areas of the exhibition grounds where the BIPS project includes marquees measuring 3 x 3 m, 4 x 3 m, 4 x 4 m, 5 x 4 m and 5 x 5 m as unitary exhibition fabrics may not be marketed as open-air spaces.

The berthing spaces are located on the quays of the marina of the exhibition grounds. In all cases, the length and beam dimensions correspond specifically to the data provided by exhibitors during the contracting process.

Any increase in length and/or beam exceeding the dimensions of the boat contracted will result in the immediate cancellation of the berth, without the exhibitor being entitled to any compensation whatsoever.

Increases in length and beam already contracted and formally processed will only be accepted until 20 March 2023, provided that this is possible on technical and logistical grounds.

Contracting of the berths located on pontoons P1, P2, Muelle de la Escalera Real and Muelle de la Industria Pesquera include the basic supply of electricity as an obligatory item; in the case of P1, P2 and Muelle de Escalera Real, 1,100 watts; and 63 amps in the Muelle de la Industria Pesquera.

There is the possibility of contracting power increases in the electrical energy supply in the berthing places.

Power supplies of more than 63 amps may be provided on the Fishing Industry Quay and on the P2 pontoon, exclusively at the head of the quay and up to a maximum of 6 outlets on the side strips.

The berths shall be provided with water outlets at no additional charge.

6.1. Specific regulations for design stands. Outdoor areas

Exhibitors contracting only surface area, wishing to set up their own stands using custom-designed structures, modular structures, marquees, containers, tents, tarpaulins, walkways, ramps, Layher structures, multidirectional scaffolding, truss, deco-truss, etc., and who incorporate specific electrical networks or, in general, any infrastructure to support their exhibition space shall in all cases be directly responsible for the assembly and installation of this equipment and of all the products on display within their exhibition spaces, whether these tasks are carried out by their own personnel or by companies subcontracted for this purpose.

Exhibitors shall be directly responsible for ensuring that the assembly work on their exhibition areas is carried out by qualified companies that have been officially authorised to carry out this type of work in accordance with current technical and administrative regulations.

Exhibitors that are to carry out assembly work on their exhibition areas must have sufficient **civil liability insurance to guarantee coverage for possible claims arising from the assembly work and infrastructures installed on their exhibition areas.**

Exhibitors that are to **carry out any type of assembly on their exhibition areas must submit the following to the organisers of the PIBS before 30 March 2023, for authorisation and approval by the event's engineering team: the complete project of the works to be carried out, the insurance policy that will cover the civil liability of these assemblies, and the technical and administrative details of the company that is going to carry out the work.**

The project must include the plans, reports and technical specifications that are necessary and sufficient for a complete interpretation of the works to be carried out, as well as the visas, approval certificates, permits and authorisations required for the proposed assemblies to comply with the technical and administrative regulations in force for this type of work.

If necessary, the PIBS 2023 engineering team will process the authorisation for the assembly to be carried out.

It may also request, if necessary, the technical and administrative documentation required to process the assembly authorisation.

It may also reject a given project if it does not comply with the technical and administrative standards required for its material execution.

Finally, it will require those responsible for all authorised projects to provide, before 4 pm on 26 April 2023, the official assembly certificate and, if available the official authorisation for commissioning the electrical installation.

No installation may begin on the PIBS 2023 exhibition site without the authorisation of the event's engineering team.

No stand may be opened to the public if it does not have the authorisation required to set up and/or the parties concerned have not submitted the official certificate of assembly and commissioning of the electrical installation, if available, in due time and form.

Exhibitors shall be responsible for ensuring that the assembly of their stands is carried out with respect for the physical integrity of their workers and the environment of the spaces in which they are set up. Once the assembly and dismantling work has been completed, the space on which the stand has been built must be left clean and clear, free of any mechanical and/or ornamental elements that may have been installed for the assembly and finishing of the stand, and with the spaces used for the exhibition duly restored to their original state (nails, fasteners, perforations, paintings, posters, etc.).

Should the exhibition spaces not be in the conditions described above, the organisation shall invoice the exhibitor responsible for these works for the costs of the actions necessary to adapt these areas to the requirements specified in the previous paragraph.

7. Dates of assembly and dismantling of exhibition spaces

7.1. Outdoor areas

Assembly:

- From 22 April 2023, at 08.00 am, to 26 April 2023 at midnight

Dismantling:

- From 30 April 2023, at 9.00 pm, to 4 May 2023 at 3.00 pm

7.2. Marquees

Assembly:

- From 22 April 2023, at 08.00 am, to 26 April 2023 at midnight

Dismantling:

- From 30 April 2023, at 9.00 pm, to 4 May 2023 at 3.00 pm

7.3. Berths

Entry of boats on display:

- From 23 April 2023, at 08:00, to 26 April 2023 at 24:00

Departure of boats on display:

- From 30 April 2023, at 08.00 am, to 3 May 2023 at 8.00 pm.

For the **mooring of boats**, the official PIBS 2023 diver service is available free of charge, operating from 23 April to 3 May 2023, with uninterrupted opening hours from 9:00 am to 7.00 pm.

The mooring assistance service must be requested from the PIBS 2023 organisers sufficiently in advance, indicating the estimated dates and times of arrival of the boats at the fairgrounds. The customer service office will provide information on the operational planning designed for these manoeuvres.

The services will be carried out in strict order of request, except in the case of extraordinary assistance required due to emergency situations (a boat with reduced manoeuvrability, breakdowns, etc.).

Under no circumstances may this assistance be processed directly with the PIBS 2023 seamen's or divers' services.

8. PIBS 2023 Offices at the exhibition ground

The **PIBS 2023 Offices** will be operative in the exhibition centre of the old quay of the port of Palma from 22 April to 3 May 2023 from 8.00 am to 8.00 pm, except on **22 April, 2 and 3 May 2023**, when the service will be open from 8.00 am to 3.00 pm.

9. Exhibitor passes and invitations

Surface	Exhibitor passes	VIP passes	Invitations
De 9 a 12 m ²	Max. 4	Max. 4	Max. 60
De 13 a 25 m ²	Max. 5	Max. 5	Max. 80
De 26 a 100 m ²	Max. 6	Max. 6	Max. 100
Más de 100 m ² a 200 m ²	Max. 12	Max. 12	Max. 200
Más de 200 m ²	Max. 15	Max. 15	Max. 350
Only mooring	Max. 4	Max. 4	Max. 60

Exhibitors who only have berths will receive four exhibitor passes, four VIP passes and sixty invitations. A special pass will be established for crews, which will include all the identification data to be accredited.

Should any exhibitor need more VIP passes, they can be purchased at the price of 35€. If more invitations are required, they can be purchased at the price of €3.

→ An exhibitor may receive a maximum of 15 exhibitor passes, 15 VIP passes and 350 invitations !!

10. Box Office Tickets / Trade Passes

PIBS tickets (one day pass) can be purchased online through www.palmainternationalboatshow.com or at the ticket office during the show.

Price online €11. Ticket office €10. Children under 6 years children accompanied by an adult can access the exhibition ground for free.

The professional passes, which allow free entry to the exhibition ground during the whole event, from April 27 to 30, 2023, will be €38.5. They must be purchased online through the website www.palmainternationalboatshow.com.

11. Official catalogue

The official catalogue will be available exclusively online. An editable PDF version will be available for downloading directly from the PIBS 2023 website.

Exhibitors and co-exhibitors, before 8 April 2023, will be able to fill in the forms (via the web accessible from the show extranet) to access this PIBS 2023 service.

12. Advertising on the exhibition site of the PIBS 2023

Advertising within the PIBS 2023 exhibition site is exclusively reserved for exhibitors and collaborating/sponsoring companies and institutions linked to the organisation of the event.

Exhibitors may use promotional and advertising media for the products on display solely and

exclusively within the confines of the stand they occupy, such advertising and promotion being forbidden in the aisles and on the grounds of the PIBS 2023 exhibition site.

Third-party advertising is prohibited. All articles exhibited that do not belong to the exhibitor or the companies represented must be authorised by the organisers for display and advertising purposes.

The organisers may prohibit the distribution of advertising that has given rise to complaints and may retain this material until the end of the event.

Optical, mobile, or acoustic advertising media shall only be authorised to the extent that they do not cause inconvenience to the stand's neighbours.

13. Photographs and filming

The organisation reserves the right to photograph, draw or film the facilities and products on display for use in its own publications, brochures, or any other media, whether written, audio-visual, or computerised, for the purpose of promotion, advertising of the facilities, events held or future editions that may be held.

14. Customer service

From 15 October 2022 to 31 May 2023, a customer service will be available to PIBS exhibitors, aimed at resolving general needs (doubts, suggestions, technical and/or administrative questions, etc.), specific problems, questions relating to contracting procedures, general logistics and assembly, among other matters.

Customer service hours will be from 9.00 am to 1.30 pm on working days. We will also provide exhibitors with an instant messaging service via WhatsApp, as well as an email to facilitate maximum speed in communications.

Customer Service:

- Chat web: www.palmainternationalboatshow.com
- E-Mail: customerservice@palmainternationalboatshow.com

15. Access to the fairground and delivery of goods

Each exhibitor can manage the accreditations available from the “**exhibitor space**” section of the extranet: www.palmainternationalboatshow.com/extranet. In this section you will be able to generate the accreditation badges for your staff required to gain access to the fair. Depending on the number of square metres of the contracted space, exhibitors have a minimum of 4 accreditations up to a maximum of 15, as reflected in point 9 of the rules of participation, to gain access to the exhibition site.

The types of badges available to exhibitors and the maximum number are as follows:

- Assembly: 10 (valid exclusively for the days prior to the start of the fair).
- Dismantling: 10 (valid only for the days after the end of the fair)
- Crew: 4 special passes per boat.
- Cleaning: 10 (if the exhibitor hires an external cleaning service, this must be done before the opening of the doors of the fair, from 6.00 am to 10.00 am).

Dates of entry of goods and assembly: **from 22 to 26 April 2023, from 8.00 am to 8.00 pm.**

During the days of the fair:

- Exhibitors may enter the exhibition grounds one hour before the doors open to the public and may leave one hour after closing time.
- The entry of goods is permitted from 8.00 am to 9.30 am and from 8.30 pm to 10.00 pm.

For the shipment of goods, it is compulsory to indicate the stand or mooring number and the name of the contact person responsible for collection, to the following postal address: **Palma International Boat Show. Moll Vell. Port of Palma - 07012 Palma**

16. Security and surveillance at the fairgrounds

The Palma International Boat Show fairgrounds have a security and surveillance service operating 24 hours a day from 16 April until 4 May. On 5 May it will be maintained until 8.00 pm.

The service basically covers functions related to control and orderly access to the fairgrounds; security for the use/operation of the infrastructures, equipment and services implemented in the fairgrounds; general surveillance of the fairgrounds, ensuring order and functionality in the transit of visitors and including the detection and solution of possible situations of alarm or risk.

The service is a part of the fair's emergency plan, the fair, in accordance with the criteria of those responsible for the service, being responsible for its operability in the event of eviction from the site or other situations that require direct coordinated intervention, in order to avoid situa-

tions of risk or to provide functional support to other emergency services (health, fire brigade, security forces, etc.).

The security and surveillance service of the exhibition centre cannot guarantee the absence of damage, breakage, theft or robbery of the materials on display.

It is the **exhibitor's responsibility to protect their belongings** to prevent theft and robbery. To this end, special care and vigilance on the exhibitors' part are advisable during the assembly period and, especially, during the dismantling of the fair.

17. Cleaning of the fairgrounds

The organisers will take care of the general daily cleaning of the exhibition site, not including the cleaning of the inside of the stands, which will be the responsibility of the exhibitors, who may freely contract the daily cleaning and maintenance service for their stand through any of the specialised companies on the market.

17.1. Dismantling: removal of materials. Adjustment of the exhibition space

Once the stand has been dismantled, the exhibiting company must leave the area contracted completely clean.

Exhibitors shall be responsible for ensuring that the assembly of their stands is carried out respecting the physical integrity of the workers and avoiding environmental damage to the spaces where they are set up.

Once assembly and dismantling work has been completed, the space in which the stand has been built must be left clean and free of any mechanical and/or ornamental elements that may have been installed to carry out the assembly and finishing of the stand, the spaces used for the exhibition –nails, fasteners, perforations, paintings, signage, etc.– being duly restored to their original state.

In the event of the exhibition spaces not being in the conditions described above, the organisation shall invoice the exhibitor responsible for these works for the costs of the actions necessary to adapt these areas to the requirements of the above paragraph.

18. Noise / Noise pollution

For the benefit of other exhibitors, please keep noise-generating demonstrations to a minimum during the exhibition hours.

The maximum permitted volume is 3 dB above background level.

For live musical performances, or any action involving the generation of noise above the authorised limits, the exhibitor must have express authorisation from the event organisers (contact the Exhibitor Service Office).

The organisers are authorised to restrict demonstrations that do not comply with the above.

19. Legal considerations

The organisers may shorten, extend or delay the dates of the event, assembly and dismantling due to force majeure, without this entailing any compensation for exhibiting companies.

When formalising the application to participate, the client signs the contents of the commercial dossier and thus automatically accepts these rules of participation and undertakes to respect the guidelines therein specified.

Insurance

The organisers have a civil liability insurance policy covering a capital sum of up to €3,000,000 to protect third parties against possible damages and losses caused by the organisers or those persons directly dependent on them, including the infrastructure and equipment installed by the organisers.

In no event shall the organisation be liable for damages caused by attendees, exhibitors and other persons or companies nor, more particularly, for the diligent care of the goods exhibited, for which reason the exhibitor assumes the risks of theft and robbery.

Exhibitors must have public liability insurance covering a minimum capital sum of €600,000 arising from any of their own installations, exhibited goods or activities carried out during the fair.

All boats afloat, whether new or registered, must have, at the very least, the compulsory civil liability insurance.

20. Sustainability and environmental recommendations

In accordance with the United Nations' Sustainable Development Goal 14 (SDG14), which refers to underwater life and the need to conserve the oceans, the organisers of the Palma International Boat Show are making an effort to reduce the consumption of paper and non-recyclable materials in order to contribute to caring for the environment. For this reason, exhibitors are recommended to use sustainable merchandising materials and provide reusable kitchenware or recyclable cardboard at the events organised.