

**DEMANDE DE  
PARTICIPATION**

APPLICATION  
FORM



**SALON NAUTIQUE INTERNATIONAL À FLOT**  
INTERNATIONAL IN-WATER BOAT SHOW

# GRAND PAVOIS

LA ROCHELLE 

LA RÉFÉRENCE DE TOUS LES PASSIONNÉS

**DU MARDI 28 SEPT  
AU DIMANCHE 3 OCT**

**2021**

[www.grand-pavois.com](http://www.grand-pavois.com)

#grandpavois





**80 000**  
**VISITEURS**  
**ATTENDUS**  
VISITORS

## SOMMAIRE

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\* = OBLIGATOIRE

► **Lire et se conformer au règlement particulier est un engagement obligatoire**  
Reading and complying with our special regulations is a mandatory commitment.

#### ► DOCUMENTS ADMINISTRATIFS ET OBLIGATOIRES

ADMINISTRATIVE AND MANDATORY DOCUMENTS

- \* **Form. 1** : Demande de participation / Application Form
- \* **Form. 3** : Accréditation d'un exposant / Authorization of an exhibitor
- \* **Form. 4** : Assurance dommage obligatoire & assurance responsabilité civile / Mandatory insurance & liability insurance
- \* **Form. 12** : Récapitulatif des commandes / Order summary

#### ► EXPOSANTS ÉTRANGERS / FOREIGN EXHIBITORS

**Form. 2** : Attestation d'assujettissement à la TVA / VAT Taxable person certification

#### ► VOUS EXPOSEZ À FLOT ? / YOU EXHIBIT ON-WATER ?

- \* **Form. 5** : Stands & bateaux à flot / Stands and boats on-water
- \* **Form. 6** : Fiche technique des bateaux à flot / Data sheet for boats exhibited on water
- \* **Form. 10 - 1/3** : Options de stand (électricité, entretien, mobilier ... ) / stand options (electrical connections, maintenance, furniture ... )
- Form. 10 - 2/3** : Prestations complémentaires pour stands couverts extérieurs à flot et à terre / Additional services available for covered stands on-water and on land
- Form. 10 - 3/3** : Outils de communications / Communication tool
- Form. 11** : Cartes d'invitations et badges / Invitation cards and badges

#### ► VOUS EXPOSEZ À TERRE ? / YOU EXHIBIT ON LAND ?

- \* **Form. 7** : Stands couverts extérieurs et M<sup>2</sup> air-libre / Covered stand outdoor and open air square meters
- Form. 9** : Fiche technique bateaux des bateaux exposés à terre / Data sheet for boats exhibited on land
- \* **Form. 10 - 1/3** : Options de stand (électricité, entretien, mobilier ... ) / stand options (electrical connections, maintenance, furniture ... )
- Form. 10 - 2/3** : Prestations complémentaires pour stands couverts extérieurs à flot et à terre / Additional services available for covered stands on-water and on land
- Form. 10 - 3/3** : Outils de communications / Communication tools
- Form. 11** : Cartes d'invitations et badges / Invitation cards and badges

#### + ► ESPACE PÊCHE (GRAND PAVOIS FISHING) ET LA PLAGE / FISHING SPACE & THE BEACH

- \* **Form. 8** : Espace pêche & La Plage / Fishing space & the Beach
- \* **Form. 10 - 1/3** : Options de stand (électricité, entretien, mobilier ... ) / stand options (electrical connections, maintenance, furniture ... )
- Form. 10 - 2/3** : Prestations complémentaires pour stands couverts extérieurs à flot et à terre / Additional services available for covered stands on-water and on land
- Form. 10 - 3/3** : Outils de communications / Communication tools

#### VOUS EXPOSEZ À FLOT ? / YOU EXHIBIT ON-WATER ?

- \* **Form. 6** : Fiche technique des bateaux à flot / Data sheet for boats exhibited on water

#### VOUS EXPOSEZ À TERRE ? / YOU EXHIBIT ON LAND ?

- \* **Form. 9** : Fiche technique bateaux des bateaux exposés à terre / Data sheet for boats exhibited on land

# 10

**RAISONS  
D'EXPOSER**  
AU GRAND PAVOIS  
LA ROCHELLE

- Présenter l'ensemble des gammes, lancer de nouveaux produits et de nouveaux concepts,
- Rencontrer de nouveaux prospects clients et fidéliser ses clients habituels,
- Générer des prises de commandes,
- Sonder et tester les attentes de ses clients,
- Constituer, développer et motiver ses réseaux de revendeurs,
- Démontrer son dynamisme auprès de ses clients, de la presse et des professionnels du secteur,
- Se positionner vis-à-vis de la concurrence et se tenir informé des évolutions du marché,
- Faire essayer ses produits en mer à ses prospects clients et à la presse,
- Profiter d'une campagne de communication nationale et internationale,
- Réaliser des opérations presse, de partenariats et de relations publiques pour consolider son image.



**10** REASONS TO EXHIBIT  
AT THE GRAND PAVOIS LA ROCHELLE

**6 JOURS  
D'EXPOSITION**  
DAYS OF EXHIBITION

- Show off entire ranges, launch new products and new ideas,
- Meet new prospective clients and strengthen existing customer relationships,
- Generate orders,
- Try ideas out and gauge customer expectations
- Set up, develop and stimulate dealers networks,
- Show your dynamism to customers, the press and professionals in the sector,
- Establish your position against the competition and keep abreast with market developments,
- Try out products at sea for prospective clients and the press,
- Take advantage of a national and international advertising campaign,
- Meet the press, forge partnerships and conduct public relations operations to consolidate your brand image.

**100 000**  
**MÈTRES CARRÉS**  
SQUARE METRES



FORM No. 1

COMPANY  
NAME

BOOKING FORM TO GRAND PAVOIS LA ROCHELLE

REGISTERED ON:

AS No.:

INTERNATIONAL IN-WATER BOAT SHOW

GRAND PAVOIS  
LA ROCHELLE

NEW DATES!

FROM  
TUESDAY 28 SEPT  
TO SUNDAY 3 OCT  
**2021**APPLICATION  
FORM

COMPANY NAME

VAT No (required) :

Address (letters and invitations will be sent to) :

Postcode: City: Country:

Invoice address:

Postcode: City: Country:

Telephone (required) :

E-mail:

COMPANY DIRECTOR

☐ Ms / ☐ Mr

FILE FOLLOW-UP

☐ Ms / ☐ Mr

TECHNICAL FOLLOW-UP

☐ Ms / ☐ Mr @

MARKETING / COMMUNICATIONS CONTACT

☐ Ms / ☐ Mr @

Register of Commerce and Trade registration No :

company's civil liability insurance company : Contract No :

• I, the undersigned, first and last name: declare that I have read and agree to abide by special rules of the **GRAND PAVOIS LA ROCHELLE** and the general rules of **UNIMEV** (Union Française des Métiers de l'Événement) available here : <https://www.unimev.fr/developper-votre-activite/reglementations-chartes/reglementations/3-reglement-general-manifestations-commerciales/>

I also undertake to read and return (if necessary) all the documents from "my exhibitor space" on [www.grand-pavois.com](http://www.grand-pavois.com) or in English, upon request to Emilie Baudry : [ebaudry@grand-pavois.com](mailto:ebaudry@grand-pavois.com).

• In accordance with article 3 of the specific regulation, I am paying today 30% of the total amount incl. VAT by cheque No. for Euros, from the bank payable to "Grand Pavois Organisation" and I undertake to pay 30 % by 1<sup>st</sup> June and 40 % by 15 July 2021. A late payment penalty of € 40.00 and a supplement of 1.5 % of the amount owed will be applied for all payment for the reservation of surface areas made after 30 July 2021.

If you want to pay by bank transfer, please indicate the company name to your bank.

For overseas payments and cheques, bank charges will be payable by the exhibitor.

To pay by credit card, please send an email to our accountant, Lydia Trochet Fraudeau, at [comptabilite@grand-pavois.com](mailto:comptabilite@grand-pavois.com) who will send you the form to be completed.

By virtue of the new General Data Protection Regulation (GDPR) which came into force in the European Union on 25 May 2018, we have updated our privacy policy. In this context, we wish to ensure you that you will only receive - by email - information concerning your participation in the Grand Pavois La Rochelle from us.

GRAND PAVOIS ORGANISATION  
BANK DETAILS

Titulaire du compte : ASSO GRAND PAVOIS ORGANISATION

Domiciliation : BPACA LA ROCHELLE ENT.

RIB : 10907 | 00673 | 22309002016 | 93

IBAN : FR76 1090 7006 7322 3090 0201 693 BIC : CCBPFRPPBDX

Le règlement de facture doit être effectué par virement SWIFT : CCBPFRPPBDX

TO BE RETURNED BEFORE APRIL 15, 2021

with the Mandatory insurance document [ Form No. 4 ]  
and 30% down payment.

BY POST TO GRAND PAVOIS ORGANISATION,

Avenue du Lazaret, 17042 La Rochelle Cedex 01

BY E-MAIL: [nmignonneau@grand-pavois.com](mailto:nmignonneau@grand-pavois.com)

MEMBER OF F.I.N.

☐ YES ☐ NO

Discounts granted to members of the **Fédération des Industries Nautiques** will be calculated and refunded after the event. The total of the discounts granted in 2021 on the two shows (at La Rochelle and Paris) may not exceed the amount of your business's subscription at the FIN for 2021. They will be capped at 10 % of the total amount of space rented, excluding tax. Refunds will be made from April 2022.

Signed in

Date / / Seal and signature :

Please write "lu et approuvé" (Read and approved)

FORM No. 2

COMPANY  
NAME

BOOKING FORM TO GRAND PAVOIS LA ROCHELLE

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GRAND PAVOIS  
LA ROCHELLE

NEW DATES !

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**2021**

## VAT TAXABLE PERSON CERTIFICATION

**TO BE RETURNED BEFORE APRIL 15, 2021**

with the Mandatory insurance document [ Form No. 4 ]  
and 30% down payment.

BY POST TO GRAND PAVOIS ORGANISATION,  
Avenue du Lazaret, 17042 La Rochelle Cedex 01

BY E-MAIL: nmignonneau@grand-pavois.com

**TO BE FILLED ONLY BY EXHIBITORS WHOSE COMPANY IS LOCATED ABROAD**

With the entering into force of new VAT rules "Directive 2006/112/CE" (articles 53 and 54), the treatment of value added has been modified. Most services supplied by show organizers are now invoiced without VAT to the foreign companies that are taxable in their countries in application to articles 44 and 196 of the "Directive 2006/112/CE" modified.

A taxable person is a physical or moral person which has an economic and commercial activity.

In order to invoice services to your company without French Vat, please:

- Fill and send us back the certification below,
- Send us a copy of the document that proves that you are a taxable person in your country.

Without these two documents, we will have to invoice the services you will order with French Vat.

## ATTESTATION

► TO BE FILLED

I, undersigned: .....

Status in the company: .....

Company name: .....

Address: .....

Fiscal identifying number: .....

certifies that the company named above is subject to VAT and has an economic and commercial activity in its country.

Place .....

Date  /  /

Signature and company stamp,  
preceded by "read and approved":

FORM No. 3

COMPANY  
NAME

BOOKING FORM TO GRAND PAVOIS LA ROCHELLE

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INTERNATIONAL IN-WATER BOAT SHOW

GRAND PAVOIS  
LA ROCHELLE

NEW DATES !

FROM  
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**2021**

## AUTHORIZATION OF AN EXHIBITOR

► To be supplied by an exhibitor presenting one or more brands not of his own manufacture or construction.

No application can be considered in the absence of this form, completed and signed by the builder or manufacturer.

If your activity requires several authorisations, please photocopy this request as many times as necessary.

Companies holding a distribution or representation agreement on behalf of a manufacturer or builder for 2021 must submit this form to Grand Pavois Organisation without fail, after it has been completed by the builder or manufacturer concerned.

**All the brands exhibited must be declared.**

**The organisation can remove the brands which are not referenced and/or accredited by the manufacturer.**

**TO BE RETURNED BEFORE APRIL 15, 2021**

with the Mandatory insurance document [ Form No. 4 ]  
and 30% down payment.

BY POST TO GRAND PAVOIS ORGANISATION,  
Avenue du Lazaret, 17042 La Rochelle Cedex 01

BY E-MAIL: nmignonneau@grand-pavois.com

## AUTHORISATION FORM TO GRAND PAVOIS LA ROCHELLE

► TO BE FILLED

Company: .....

Address: .....

Supplier of the following brand: .....

Authorise the company .....

Holder of an import or representation agreement valid until .....

To represent the brand ..... at the Grand Pavois La Rochelle 2021.

I, the undersigned, confirm that I have been advised of the following conditions of SPECIAL REGULATIONS of the Show:

**"The exhibition of identical boats or equipment under several brand names, labels or distinctive acronyms is permitted on one single stand only."**

**"When several separate importers, divided by geographical area, distribute the products of a single foreign manufacturer, they must group together on a jointly-held stand in the sole name of the brand displayed, under the arbitration of the supplier or builder."**

Signed in .....

Date  /  /

Name: .....

Position: .....

Supplier's stamp (required)

**THE ATTENTION OF EXHIBITORS IS ESPECIALLY  
DRAWN TO THE REGULATIONS OF THE SHOW ATTACHED  
TO THIS PRESENT REQUEST.**



**MANDATORY  
INSURANCE****GROUPE SATEC - AXA**  
[ included in the registration fees ]**IMPORTANT****This document must be returned to us,  
duly signed, with your request to book  
a stand.**

*The SHOW administration  
disclaims responsibility for any  
loss or damage, which may be  
caused to samples of exhibit materials for any reason, and is not  
responsible for any thefts which may be committed.*

**TO BE RETURNED BEFORE APRIL 15, 2021**  
and 30% down payment.**BY POST TO GRAND PAVOIS ORGANISATION,**  
Avenue du Lazaret, 17042 La Rochelle Cedex 01**BY E-MAIL:** nmignonneau@grand-pavois.com**I. STATUTORY WAIVER**

The exhibitors waive all recourse against the administration as well as against the Harbour Authority, notably of the damage, loss or disappearance, including theft, which could arise to the samples, models, exhibition equipment and generally all things of which they would have the ownership, usage or benefit, in any title, and this for any cause which may be. The exhibitor undertakes to ensure that this clause appears in all contracts having anything to do with this Show.

**II. DAMAGE INSURANCE**

Exhibitors **MUST** insure, in their entirety, all products exhibited which are present on the site at any time during the entire show, including the installation period.

**1 - MANDATORY MINIMUM INSURANCE****DATES COVERED:****From September 28, at midnight until October 3, 2021 at 7.00 pm.**

To ensure that exhibitors are protected, the Show administration must cover "Multirisik" (fire, theft, damage), breakages excluded, to goods exhibited and installed (stand equipment and presentation accessories) for the capital sum of € 3,000 "first loss". Natural disasters (law of July 13 1982) are also covered in this damage insurance (specific duty on natural disasters 10% minimum € 686.00).

The warranty is granted to the 'first loss', without implementation of the proportional rule. The sum indicated above represents a maximum ceiling for every exhibitor; nevertheless, in case of claims, the exhibitor must justify the exact value of the merchandise, objects or equipment for which he claims reimbursement, and its corresponding insurance.

This mandatory insurance is taken at its own expense and on its own behalf by the organisation, the responsibility of the organizers in no case being involved, particularly if the exhibitor does not declare sufficient value.

The insurance premium will be added to the occupancy charge (the receipt returned to the exhibitor will act as proof of the insurance in case of claim).

**2 - EXCLUDED MERCHANDISE****a) IN ALL CASES:**

Works of art and of conventional value, personal effects and objects, papers - value, cash, jewels, furs and precious metals.

**b) EXCEPT ADDITIONAL INSURANCE AND SPECIAL PREMIUM :**

Electronic equipment - computers - audio-visual equipment - projectors - cameras - televisions - video/DVD players - plasma screens - models.

**3 - NOT COVERED****a) In all cases:**

- Loss and damage caused by foreign war, civil war, terror attack, riot or civil commotion.

- The exhibitor must prove that the claim results from a fact other than the foreign war; it is up to the insurer to prove that the claim results from civil war, riot or civil commotion.
- Damage due to the direct or indirect effects of explosion, of the release of heat, of radiation caused by the transmutation of an atomic core or radio-activity, as well as to claims due to the effects of radiation caused by the artificial acceleration of particles.
- Losses as a result of fines, confiscation, sequestration, seizure or destruction by the order of any government or public authority, and as the consequence of any illegal act.
- Damage caused by earthquake, volcanic eruption or flood (flooding means a river which bursts its banks, or a river which floods a country).
- Damage due to inherent defect, wear, dilapidation, slow deterioration, moths, parasites and rodents of all kinds.
- Loss resulting from simple theft or embezzlement committed by the exhibitor's agents.
- Loss resulting from items missing from the stand, where distributions or free tastings of merchandise or any type of drink are offered. Loss, theft and/or items missing where the merchandise is the object of take-away sales.
- Damage to insured goods, when they are placed outside the stand(s) during the time they are at the exhibition site.
- Damage caused to fabric, clothing, belongings, carpets, upholstery, surfaces (floors, walls, partitions) by marks and stains as well as cigarette and/or pipe burns, except for those resulting from damage caused by water, fire or theft.
- Streaks and scratches caused to the body of vehicles as well as rust and oxidation.
- Damage of any nature occurring to objects or machines by the continuation of their functioning. All consequential damages arising from mechanical or electrical failure of the insured property.
- Broken light bulb filaments and all damage to electrical and electronic tubes.
- Damage to and/or deterioration of flowers, plants and decorative trees.
- Weather for all equipment and / or goods displayed or stored in the open air (not covered by this exclusion: goods exhibited in temporary stands erected on outdoor locations).
- Direct losses of any type whatsoever, such as loss of profits, damages and interest, law and various taxes levied after the claim, etc.

**b) Except Additional Insurance and Special Premium:**

Damage caused directly or indirectly as a result of the breakage of the objects reputed to be fragile.

**The cover takes effect 48 hours before the opening of the SHOW and ends on the closing of the show, October 3, 2021 at 7 pm.**

**EXHIBITOR'S RESPONSIBILITY: THEFT cover (prevention, security).**

This policy covers the risk of theft in all cases, on the formal condition that: during opening hours for the public, and/or for exhibitors during the installation period, the exhibitor and/or his staff constantly guard the stand. During the transportation period, any exhibitor desiring to insure his equipment must subscribe to an insurance policy with the corporation of his choice. Where the liability of a third party (installers, transporters or handlers) may be involved,

the insured or his representative shall himself take all measures required by the law and rules in force to maintain the benefit of liability claims.

**4 - DECLARATION OF CLAIM**

All claims must be declared to the Organising Committee using the forms which are available to exhibitors from the General Office, within the period mentioned below:

**a) THEFT:** within 24 hours

Within the same period, a complaint must be lodged with the Police (the district Commissariat de Police: 1, rue de la Marne – 17000 La Rochelle).

**THE DETAILS BELOW MUST BE SHOWN ON THE COMPLAINT FOR THEFT COMMITTED WITHIN THE SHOW.**

Name and technical name – brand and references (series number, type, etc.)  
- Dimensions (weight in certain cases) – colours – power source and all other details allowing for easy recognition of the stolen objects.

- Name and address of the owning body.
- Name and position of the person making the complaint.
- Statement "Je dépose plainte contre ..." ("I file a complaint against...").
- Date and time on which the object was last seen.
- Designation of hall and stand (number and letters).
- State whether or not breaking and entering was involved.

**b) OTHER CLAIMS:** within five days

THE EXHIBITOR LOSES HIS ENTITLEMENT TO THE BENEFIT OF THIS INSURANCE IF HE DOES NOT CONFORM TO THESE REQUIREMENTS.

**I CONFIRM THAT I AM AWARE OF FORM N° 4 "MANDATORY INSURANCE".**

Name of the company: .....

signed at .....

On \_\_\_\_ / \_\_\_\_ / \_\_\_\_ signature and seal:

**INSURER'S CONTACT DETAILS****GROUPE SATEC / AXA**

Immeuble le Hub - 4 place du 8 mai 1945

92 300 Levallois Perret Cedex

Tel : +33 1 42 80 15 03 - Fax : +33 1 42 80 59 32

**ADDITIONAL INSURANCE MAY ALSO BE PURCHASED, AND/OR CANCELLED, ON SIMPLE REQUEST, THROUGH MY EXHIBITOR SPACE ► [www.grand-pavois.com](http://www.grand-pavois.com) \***

\* on receipt of your login codes.

**LIABILITY  
INSURANCE**

**THIRD-PARTY LIABILITY  
OF THE SERVICE PROVIDER  
N° 4360408104**

*You have to give us a civil liability certificate mentioning the extension for the boat show. If not you must subscribe to Grand Pavois Organisation's Civil Liability guarantee.*

*This insurance will be charged € 30 including VAT.*

**LIABILITY INSURANCE**

The administration of the Show has taken out insurance with AXA (JPH Quai branch. C Moiroud) on its own behalf, with option for you to also subscribe to it, under the terms and within the limits of policy no. 4360408104, to cover the pecuniary consequences of your Liability incumbent upon you owing to bodily injury, material damage and consecutive consequential loss caused to third parties, and notably visitors, during or at the time of the Boat Show owing to your staff, your equipment, etc. The cover for bodily injury, material damage and consecutive consequential loss is limited. Naturally, the risk of vehicle circulation is formally excluded.

The cover is effective throughout the time exhibitors officially have access to the show, within the limit of the clauses and conditions of the policy.

**Sub-limits by category:**

- Bodily injury: € 10,000.000
- Consecutive consequential loss and material damage: € 1,200.000
- Non-consecutive consequential loss: € 150.000

☐ **I SUBSCRIBE TO THE GRAND PAVOIS ORGANISATION LIABILITY COVER**

Name of the company: .....

signed at .....

On \_\_\_\_ / \_\_\_\_ / \_\_\_\_ signature and seal:

**INSURER'S CONTACT DETAILS****AXA J.P. QUAI / C. MOIROUD**

17 Avenue de Fétilly - 17000 La Rochelle

Tel : +33 5 46 50 16 00

E-mail : [agence.mllarochelle@axa.fr](mailto:agence.mllarochelle@axa.fr)

FORM No. 5 <sup>1</sup>/<sub>2</sub>COMPANY  
NAME

BOOKING FORM TO GRAND PAVOIS LA ROCHELLE

REGISTERED ON:

AS No.:

INTERNATIONAL IN-WATER BOAT SHOW

GRAND PAVOIS  
LA ROCHELLE

NEW DATES!

FROM  
TUESDAY 28 SEPT  
TO SUNDAY 3 OCT  
**2021**STANDS  
AND BOATS  
ON-WATER**TO BE RETURNED BEFORE APRIL 15, 2021**

with the Mandatory insurance document [ Form No. 4 ] and 30% down payment.

BY POST TO GRAND PAVOIS ORGANISATION,  
Avenue du Lazaret, 17042 La Rochelle Cedex 01

BY E-MAIL: nmignonneau@grand-pavois.com

## BOATS ON-WATER

▶ Attach **DATA SHEET** (Form No.6)**ATTENTION** = Electricity limited to 8 amps.

For any greater request, please fill in the appropriate order form No.10:

**ELECTRICAL CONNECTION AFLOAT AND ON LAND**

Only one boat of each model can be displayed, apart from the presentation of a second boat on the trials pontoon.

**MONOHULL** [ Overall length with fixed accessories ]

	UNTIL APRIL 15, 2021	FROM APRIL 16, 2021	QUANTITY	TOTAL €UROS (EXCLUDING TAX)
< To 7,50 m.....	792,00	812,00		
< To 9 m.....	1 004,00	1 029,00		
< To 10,50 m.....	1 520,00	1 557,00		
< To 12 m.....	2 181,00	2 234,00		
< To 15 m.....	2 724,00	2 791,00		
< To 20 m.....	3 902,00	3 997,00		
> To 20 m.....	5 073,00	5 196,00		

**MULTIHULL** [ Overall length with fixed accessories ]

< To 7,50 m.....	1 030,00	1 055,00		
< To 9 m.....	1 307,00	1 339,00		
< To 10,50 m.....	1 976,00	2 024,00		
< To 12 m.....	2 833,00	2 902,00		
< To 15 m.....	3 542,00	3 629,00		
< To 20 m.....	5 074,00	5 198,00		
> To 20 m.....	6 594,00	6 755,00		

## PONTOON OF BOAT RENTAL COMPANIES

Covered reception structure is compulsory, Maximum 3 boats. 5 years or less.

Exhibition prices, see above: Monohulls and multihulls displayed in-water.

## SEA-TRIALS PONTOON

1 - Length: .....	rate .....	=	
2 - Length: .....	rate .....	=	
3 - Length: .....	rate .....	=	

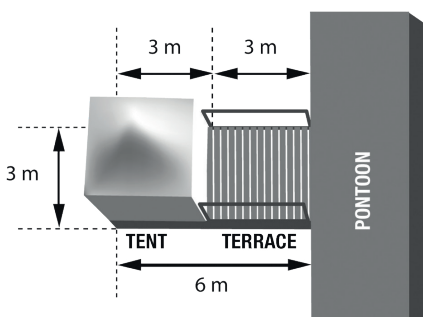
(copy this form as many times as needed)

## RECEPTION TENT

**COVERED STRUCTURE OF 9 SQM (3X3)**

<b>AND TERRACE OF 9 SQM (3X3)</b> .....	2 739,00	2 806,00		
-----------------------------------------	----------	----------	--	--

44 available. Beyond this availability, the covered structure will be:



2.5 x 3 m and the terrace will be 2.5 x 3 m  
Cells will be allocated following the first come, first served rule. A second tent is accepted for companies exhibiting more than 4 boats on-water. Four tents maximum per exhibitor, for a minimum of 16 units. (Unless written request for derogation).



FORM No. 5 <sup>2</sup>/<sub>2</sub>COMPANY  
NAME

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TUESDAY 28 SEPT  
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AND BOATS  
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BY E-MAIL: nmignonneau@grand-pavois.com

**PONTOONS - PRIVATE TERRACES**

	UNIT PRICE €EUROS (EXCLUDING TAX)		QUANTITY	TOTAL €EUROS (EXCLUDING TAX)
	UNTIL APRIL 15, 2021	FROM APRIL 16, 2021		
<b>WIDTH 3 M X LENGTH 6 M</b> .....	1 850,00	1 896,00		
<b>WIDTH 5 M X LENGTH 6 M</b> .....	3 090,00	3 167,00		
<b>WIDTH 5 M X LENGTH 6 M WITH OPTION 5 M X 5 M COVERED STRUCTURE</b> .....	5 329,00	5 462,00		
[ delivered with stand sign, flooring, roof and 4 removable white tarpaulin facades ]				
► Possible to add to this option a 2.5 m x 6 m, .....	1 490,00	1 527,00		
pontoon, placed perpendicularly in front of the 25 m² structure. This allows you to benefit from an additional 20 m² private terrace area.				
► Other tailor-made structures on private pontoons are also available on request. Please consult us for a quote adapted to your needs.				
<b>RENTAL OF POSTER STANDS [ description of the boat exhibited ]</b>				
Document in A4 format provided by you .....	100,00	102,50		

**TOTAL**

EXCL. VAT

\* VAT 20%

**TOTAL INCL. VAT****STAND OPTIONS  
AND ADDITIONAL SERVICES,**► SEE **FORM No.10**

\* ATTENTION: Exemption from VAT for overseas participants meeting the conditions (See document "Certificate of liability to VAT" - Form No.2)

# DATA SHEET

## BOATS ON-WATER

- To this questionnaire must be attached the technical sheet of all the boats on display.

**No berth will be allocated unless this technical data sheet is CORRECTLY FILLED-IN.**

## EXHIBITOR'S OBLIGATIONS

- All sailing ships must be **fully dressed** (Can be purchased from the organizer).
- It is compulsory for all boats exhibited to bear “ce ” marking or the words “certification pending”.
- All boats in-water must be provided with a horseshoe buoy and secondary mooring equipment in case of gusts of winds.
- All boats displayed on-water must be covered for “navigation” risk by the exhibitor.  
No amateur builder is authorised to exhibit.

[illegible]

- (1)** • Mark with a cross any models being exhibited in France for the first time.

- (2)** • In accordance with the following list:

## SAILBOATS

- 1 - Sailing dinghies / Keel boats (sport and regattas)
- 2 - Recreational fishing boats
- 3 - Coastal and blue water single-hulls
- 4 - Sporting and regatta single-hulls
- 5 - Multihulls

## MOTOR BOATS

- 6 - Recreational fishing boats
- 7 - Inflatable boats and RIBs
- 8 - Day cruisers / Runabouts - Dinghies
- 9 - Speedboat
- 10 - Multihulls

## VARIOUS BOATS

- 11 - River cruise boats  
12 - Various

- (3) • Only the boats listed above may be exhibited, to the exclusion of any other type.  
If the boats are not manufactured by your company, please state the name of the builder and the country of origin.
- (4) • In this column, you must state the total length, including diving platform, bowsprit, opening transom-plate or any other accessory likely to extend beyond the hull. This information may be the subject of verification by the organisers, who has the right to charge any extra length.
- (5) • Mark with a cross any boats to be displayed at the sea-trials pontoon
- (6) • Certain pontoons (apart from the trials pontoon, which is available all day) may be opened upon request to allow evening sea trials.  
Indeed, some of the in-water moorings don't allow any exit.

FORM No. 7  $\frac{1}{2}$ COMPANY  
NAME

BOOKING FORM TO GRAND PAVOIS LA ROCHELLE

REGISTERED ON:

AS No.:

INTERNATIONAL IN-WATER BOAT SHOW

GRAND PAVOIS  
LA ROCHELLE

NEW DATES!

FROM  
TUESDAY 28 SEPT  
TO SUNDAY 3 OCT  
**2021****COVERED OUTDOOR  
STANDS AND  
M<sup>2</sup> IN THE OPEN-AIR****TO BE RETURNED BEFORE APRIL 15, 2021**

with the Mandatory insurance document [ Form No. 4 ] and 30% down payment.

PAR VOIE POSTALE à GRAND PAVOIS ORGANISATION,  
Avenue du Lazaret, 17042 La Rochelle Cedex 01

PAR EMAIL : nmignonneau@grand-pavois.com

► Attach **DATA SHEET** (Form No.9)Boats less than 8 metres, hulls requiring completion  
and various devices are **EXHIBITED ON LAND**.**BOATS EXHIBITED ON LAND, ENGINES,  
TRAILERS AND LIGHT VESSELS.****OPEN-AIR STAND BOATS AND ENGINES** (Supplied with 750 kg/m<sup>2</sup> reinforced flooring and carpet)

Facade: ..... m Depth: ..... m

Per m<sup>2</sup> ..... 72,00 ..... 74,00 ..... x ..... m<sup>2</sup>**OPEN AIR STAND EXCLUDING BOATS AND ENGINES** (supplied with carpet)

Facade: ..... m Depth: ..... m

Per m<sup>2</sup> ..... 62,00 ..... 64,00 ..... x ..... m<sup>2</sup>**OUTDOOR COVERED STAND**OFFICES, SERVICES, TOURISM, BOAT EQUIPMENT,  
POOL/OUTDOOR FITTINGS SPACE, SHOP AREA**BARE STAND, DELIVERED WITH SIGN, 500 KG/M<sup>2</sup> UNTREATED  
FLOORING, WHITE TARPAULINS, NO PARTITION WALLS, NO CARPET**

(only on open air stand reserved for boats)\*

3 x 3 m unit ..... 889,00 ..... 910,00 ..... x

4 x 4 m unit ..... 1 452,00 ..... 1 488,00 ..... x

5 x 5 m unit ..... 2 239,00 ..... 2 293,00 ..... x

**EQUIPPED STAND, DELIVERED WITH SIGN, < 500 KG/M<sup>2</sup> FLOORING  
WITH CARPET, WHITE TARPAULINS, REAR PARTITION WALL  
WITH BLACK WALL FABRIC**► **COMPULSORY** for all individual stands apart from Open Air stands.

3 x 3 m unit ..... 1 153,00 ..... 1 181,00 ..... x

4 x 4 m unit ..... 1 858,00 ..... 1 904,00 ..... x

5 x 5 m unit ..... 2 718,00 ..... 2 785,00 ..... x

**STAND PACK, DELIVERED WITH SIGN, < 500 KG/M<sup>2</sup> FLOORING,  
CARPET, WHITE TARPAULINS, REAR PARTITION WALL WITH BLACK  
WALL FABRIC, RESERVE WITH A LOCK, STAND CLEANED BEFORE AND  
DURING THE SHOW, 3 KW ELECTRICITY, RAIL WITH 3 SPOTLIGHTS,  
ROOF PANEL AND SIDE PANELS.**

3 x 3 m unit ..... 2 641,00 ..... 2 707,00 ..... x

4 x 4 m unit ..... 3 426,00 ..... 3 512,00 ..... x

5 x 5 m unit ..... 5 040,00 ..... 5 166,00 ..... x

**ANGLE OPTION**

1 angle ..... 5 % of the amount excl. VAT of the surface area reserved =

2 angles ..... 10 % of the amount excl. VAT of the surface area reserved =

4 angles ..... 15 % of the amount excl. VAT of the surface area reserved =

**SIGNAGE AND CUSTOMISED FITTINGS** ..... See additional services > Form No. 10

\* The modules placed on open-air stands reserved for boats can also be equipped.

FORM No. 7 <sup>2</sup>COMPANY  
NAME

BOOKING FORM TO GRAND PAVOIS LA ROCHELLE

REGISTERED ON:

AS No.:

INTERNATIONAL IN-WATER BOAT SHOW

GRAND PAVOIS  
LA ROCHELLE

NEW DATES!

FROM  
TUESDAY 28 SEPT  
TO SUNDAY 3 OCT  
**2021****COVERED OUTDOOR  
STANDS AND  
M<sup>2</sup> IN THE OPEN-AIR****OFFICE TENTS**

[ delivered with a carpet, a simple half-glazed door with lock and light grey PVC cladding / a window for 4x4 and 5x5 tents ].

Max floor load 500Kg/m<sup>2</sup>.

3 x 3 m.....	1 710,00	1 744,00	x	
4 x 4 m.....	2 560,00	2 611,00	x	
5 x 5 m.....	3 750,00	3 825,00	x	

**STRUCTURES****10 M X 10 M**

**Structure with 3 m pointed roof** delivered with 500 kg/m<sup>2</sup> untreated flooring, carpet, 2 double glazed doors with PRM access ramp (to be placed according to your needs), 14 windows and PVC cladding on the surrounds, logo on 1 side gable.....

18 690,00 ..... 19 064,00

**7.5 M X 10 M**

**Structure with 3 m pointed roof** delivered with 500 kg/m<sup>2</sup> untreated flooring, carpet, 2 double glazed doors with PRM access ramp (to be placed according to your needs), 10 windows and PVC cladding on the surrounds, logo on 1 side gable.....

14 625,00 ..... 14 917,00

**5 M X 10 M**

**Structure with 3 m double-sloping roof** delivered with 500 kg/m<sup>2</sup> flooring, carpet, 2 double glazed doors with PRM access ramp (to be placed according to your needs), 8 windows and PVC cladding on the surrounds, logo on 1 side gable.....

10 250,00 ..... 10 455,00

**ANGLE OPTION**

1 angle.....	5 % of the amount excl. VAT of the surface area reserved =	
2 angles.....	10 % of the amount excl. VAT of the surface area reserved =	
4 angles.....	15 % of the amount excl. VAT of the surface area reserved =	

**STAND OPTIONS  
AND ADDITIONAL SERVICES,**

► SEE **FORM No.10**

**ATTENTION**

visuals with photos or text,  
here as an example, are not included  
► for this option, please contact us  
for an estimate.

**TOTAL**

EXCL. VAT

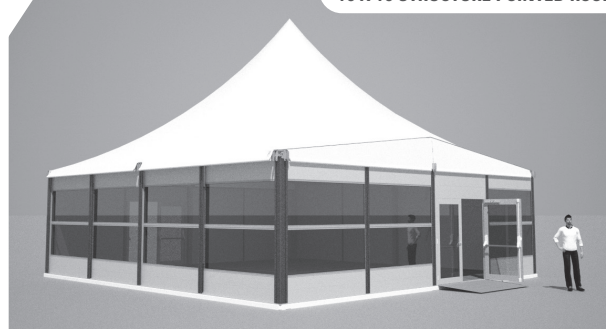
\* VAT 20%

**TOTAL INCL. VAT**

5 X 10 STRUCTURE DOUBLE-SLOPING ROOF



10 X 10 STRUCTURE POINTED ROOF



\* ATTENTION: Exemption from VAT for overseas participants meeting the conditions (See document "Certificate of liability to VAT" - Form No.2)

FORM No. 8

COMPANY  
NAME

BOOKING FORM TO GRAND PAVOIS LA ROCHELLE

REGISTERED ON:

AS No.:

INTERNATIONAL IN-WATER BOAT SHOW

GRAND PAVOIS  
LA ROCHELLE

NEW DATES!

FROM  
TUESDAY 28 SEPT  
TO SUNDAY 3 OCT  
**2021****FISHING SPACE  
& THE BEACH****GRAND PAVOIS FISHING  
FISHING TOURNAMENT**

Your participation includes:

- Competition on Saturday and Sunday,
- Boat exhibited in-water and available for sea trials during the show,
- Individual presentation and interviews of the teams on stage, on the social media, press releases, website...

Registration fee for a boat and her crew...

**TO BE RETURNED BEFORE APRIL 15, 2021**

with the Mandatory insurance document [ Form No. 4 ] and 30% down payment.

BY POST TO GRAND PAVOIS ORGANISATION,

Avenue du Lazaret, 17042 La Rochelle Cedex 01

BY E-MAIL: nmignonneau@grand-pavois.com

**DESCRIPTION OF THE GRAND PAVOIS FISHING'S BOATS**

BOAT REFERENCE NAME	BUILDER	LENGTH	WIDTH

**FISHING BOAT GALLERY**Attach **DATA SHEET** (Form No.9)**THE  
"FISHING BOAT  
GALLERY"**

INCLUDES:

- Exhibition of a fishing boat on a cradle; black carpeting,
- Specific signposting of the boat via a presentation totem,

**EXHIBITED BOAT [ Overall length with fixed accessories ]**

≤ 6 m	1 232,00	1 257,00
≤ 6,50 m	1 394,00	1 422,00
≤ 7 m	1 554,00	1 585,00
≤ 7,50 m	1 715,00	1 749,00

**ADDITIONAL BOAT [ Overall length with fixed accessories ]**

≤ 6 m	784,00	803,00
≤ 6,50 m	887,00	908,00
≤ 7 m	1 010,00	1 035,00
≤ 7,50 m	1 093,00	1 119,00

**COVERED OUTDOOR STAND****SUPPLIED WITH BANNER, FLOOR 500 KG/SQM WITH BLACK CARPETING,  
WALL PARTITION AND BLACK WALL FABRIC**

3 x 3 m unit	1 153,00	1 181,00
4 x 4 m unit	1 858,00	1 904,00
5 x 5 m unit	2 718,00	2 785,00

**THE BEACH****ENTERTAINMENTS AND DEMONSTRATIONS ON THE MINIMES' BEACH.  
PART OF THE WATERSPORTS AND BOARDSPORTS AREA**

Cell 3 x 3 m with floor and without carpet	889,00	910,00
Cell 4 x 4 m with floor and without carpet	1 452,00	1 488,00
Cell 5 x 5 m with floor and without carpet	2 239,00	2 293,00

**ANGLE OPTION > FISHING SPACE & THE BEACH**

1 angle	5 % of the ex-VAT rate of the total surface area =
2 angles	10 % of the ex-VAT rate of the total surface area =
4 angles	15 % of the ex-VAT rate of the total surface area =

**TOTAL**

EXCL. VAT

\* VAT 20%

**TOTAL INCL. VAT**

\* ATTENTION: Exemption from VAT for overseas participants meeting the conditions  
(See document "Certificate of liability to VAT" - Form No.2)



FORM No. 9

COMPANY  
NAME

BOOKING FORM TO GRAND PAVOIS LA ROCHELLE

REGISTERED ON:

AS No.:

INTERNATIONAL IN-WATER BOAT SHOW

GRAND PAVOIS  
LA ROCHELLE

NEW DATES!

FROM  
TUESDAY 28 SEPT  
TO SUNDAY 3 OCT  
**2021****DATA SHEET  
BOATS EXHIBITED ON LAND**

- To this questionnaire must be attached technical sheet of all the boats on display.

No location may be allocated unless this technical data sheet is **CORRECTLY FILLED-IN**.

**EXHIBITOR'S OBLIGATIONS**

- It is compulsory for all boats exhibited to bear "CE" marking or the words "certification pending".
- Only boats less than 8 metres, hulls requiring completion and various devices will be authorised on land. Models over 8 metres are subject to a prior request and additional invoicing if applicable.
- Hulls requiring completion are considered to be boats without fittings, masts, and marketed normally.

**TO BE RETURNED BEFORE APRIL 15, 2021**

with the Mandatory insurance document [ Form No. 4 ] and 30% down payment.

BY POST TO GRAND PAVOIS ORGANISATION,  
Avenue du Lazaret, 17042 La Rochelle Cedex 01  
BY E-MAIL: nmignonneau@grand-pavois.com

NEW LUNCH	TYPE OF BOAT	BOAT REFERENCE NAME	BUILDER	COUNTRY	LENGTH OVERALL WITH FIXED ACCESSORIES	WIDTH	TOTAL WEIGHT OF THE BOAT ON DISPLAY	CRANING NEEDED (6)	
(1)	(2)	(3)			(4)		(5)	SET UP	DIS-MANTLING
<input type="checkbox"/>	MANDATORY							<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>								<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>								<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>								<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>								<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>								<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>								<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>								<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>								<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>								<input type="checkbox"/>	<input type="checkbox"/>

- (1) • Mark with a cross any models being exhibited in France for the first time.

- (2) • In accordance with the following list:

**SAILBOATS**

- 1 - Sailing dinghies / Keel boats (sport and regattas)
- 2 - Recreational fishing boats
- 3 - Coastal and blue water monohull
- 4 - Sporting and regatta monohull
- 5 - Coastal and blue water multihulls
- 6 - Sporting and regatta multihulls

**MOTOR BOATS**

- 7 - Recreational fishing boats
- 8 - Inflatable boats and RIBs
- 9 - Day cruisers / Runabouts - Dinghies
- 10 - Speedboat
- 11 - Multihulls
- 12 - River cruise boats

**VARIOUS BOATS**

- 13 - Life rafts
- 14 - Fishing rowing boats
- 15 - Canoe-kayaks
- 16 - Dinghies - Canots - Prams
- 17 - Windsurfs - Kite surfs - Wake boards...
- 18 - Jet skis
- 19 - Various (to be specified)

- (3) • Only the boats listed above may be exhibited, to the exclusion of any other type.

If the boats are not made by you, please state the name of the builder and the country of origin.

- (4) • In this column, you must state the total length, including diving platform, bowsprit, opening transom-plate or any other part likely to extend beyond the hull of the boat displayed, because we use this measurement to place the boats. This information may be checked by the organisers.  
**No exceedance of the limits of your stand will be allowed.**

- (5) • In case of craning need, the indicated weight must be the one with ALL the equipments on display : engine, interior and exterior optional equipments, etc.

- (6) • Tick the box if craning is needed. **The stand contact person's attendance is required and mandatory.**

FORM No. 10 <sup>1</sup>/<sub>3</sub>COMPANY  
NAME

BOOKING FORM TO GRAND PAVOIS LA ROCHELLE

REGISTERED ON:

AS No.:

INTERNATIONAL IN-WATER BOAT SHOW

GRAND PAVOIS  
LA ROCHELLE

NEW DATES!

FROM  
TUESDAY 28 SEPT  
TO SUNDAY 3 OCT  
**2021****ADDITIONAL  
SERVICES:  
STAND OPTIONS****TO BE RETURNED BEFORE APRIL 15, 2021**

with the Mandatory insurance document [ Form No. 4 ] and 30% down payment.

BY POST TO GRAND PAVOIS ORGANISATION,  
Avenue du Lazaret, 17042 La Rochelle Cedex 01

BY E-MAIL: nmignonneau@grand-pavois.com

**ELECTRICAL CONNECTION - STANDS ON LAND****CAUTION** = Any movements or additions of boxes or increases of power will involve an additional charge of 150 € VAT. A 30% surcharge will be applied for orders made on-site.

	UNIT PRICE €UROS (EXCLUDING TAX)		QUANTITY	TOTAL €UROS (EXCLUDING TAX)
	UNTIL APRIL 15, 2021	FROM APRIL 16, 2021		
3 kW (16 A mono) .....	382,00	392,00		
6 kW (32 A mono) .....	656,00	672,00		
8 kW (63 A three-phase) .....	1 232,00	1 263,00		
More than 8 kw.....	On quotation			

**ELECTRICAL CONNECTION - ON-WATER STANDS**

On pontoons, plugs are at your disposal on the docks [ limited to 8 A. ] .

If you need additional power, thank you for filling in this form.

(see below)

3 kW (16 A mono) .....	437,00	448,00		
6 kW (32 A mono) .....	726,00	744,00		

**STAND MAINTENANCE****INCLUDES**

- **Day before show:** Removal of plastic film and other waste on the floor and dusting.
- **During the boatshow:** Dusting and vacuuming every morning.

The rates quoted are fixed for the duration of the show. .... 6,67/m<sup>2</sup> ..... 6,84/m<sup>2</sup>**FURNITURE PACK****STANDARD PACK** (checkbox)☐ **BLACK** ou ☐ **WHITE**.....

composed of:

- 1 stool
- 1 counter
- 1 basket
- 1 display stand
- 1 table
- 3 chairs

**DESIGN PACK**

composed of:

- 1 clear oak counter
- 1 stool
- 1 clear oak table
- 3 white armchairs
- 1 basket
- 1 display stand



<b>FRIDGE</b> 120 L .....	124,00	127,00		
<b>WATER FOUNTAIN</b> Supplied with 2 water tanks .....	117,00	120,00		
<b>COFFEE MACHINE + 100 CAPSULES</b> .....	117,00	120,00		
<b>COFFEE MACHINE + 200 CAPSULES</b> .....	164,00	168,00		

For any other wall fabric colour (bare stand or pack),  
please connect to your exhibitor's area on**MY EXHIBITOR SPACE** ► [www.grand-pavois.com](http://www.grand-pavois.com) \*

\* on receipt of your login codes.

**TOTAL**

EXCL. VAT

\* VAT 20 %

**TOTAL INCL. VAT**\* **ATTENTION:** Exemption from VAT for overseas participants meeting the conditions  
(See document "Certificate of liability to VAT" - Form No.2)

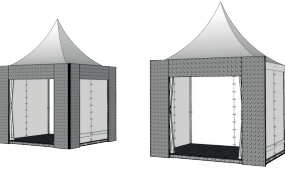
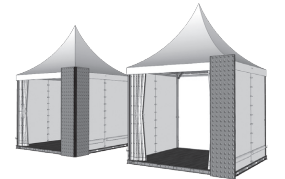
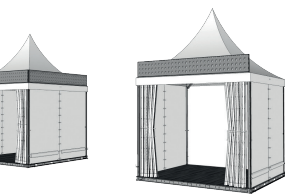
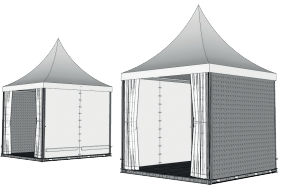
**ADDITIONAL  
SERVICES: COVERED OUTDOOR STAND  
ON-WATER & ON LAND**

**TO BE RETURNED BEFORE APRIL 15, 2021**

**with the Mandatory insurance document [ Form No. 4 ] and 30% down payment.**

**BY POST TO GRAND PAVOIS ORGANISATION,**  
Avenue du Lazaret, 17042 La Rochelle Cedex 01

BY E-MAIL: [nmignonneau@grand-pavois.com](mailto:nmignonneau@grand-pavois.com)

		UNIT PRICE €EUROS (EXCLUDING TAX)			
		UNTIL APRIL 15, 2021	FROM APRIL 16, 2021	QUANTITY	TOTAL €EUROS (EXCLUDING TAX)
<b>WINDOW</b> (available for 4x4 m and 5x5 m office tents).....		224,00	230,00	x	
<b>WINDOW ADHESIVE</b>					
Production and installation. Visual supplied by you.					
Frosted vinyl .....		per window .....	250,00	256,00	
Micro-perforated .....		per window .....	220,00	225,00	
					
<b>PVC ARCH</b>					
[ Printed PVC panels fastened to metal frame ]					
Production and installation. Visual supplied by you.					
3 x 3 m.....		price per face .....	1 050,00	1 076,00	
4 x 4 m.....		price per face .....	1 230,00	1 261,00	
5 x 5 m.....		price per face .....	1 420,00	1 455,00	
					
<b>SIDE PANEL</b> .....		price per face .....	350,00	359,00	
[ Printed PVC panel fastened to metal frame ]					
Visual supplied by you.					
					
<b>ROOF PANEL</b>					
[ PVC printed panels fastened to metal frame ]					
Production and installation. Visual supplied by you.					
3 x 3 m.....		per item .....	275,00	282,00	
4 x 4 m.....		per item .....	290,00	297,00	
5 x 5 m.....		per item .....	355,00	364,00	
					
<b>PRINTED WALL</b>					
[PVC tarpaulin Height 2.45 m, fastened to metal frame]					
Inside or outside.					
Production and installation. Visual supplied by you.					
3 x 3 m.....			970,00	994,00	
4 x 4 m.....			1 180,00	1 209,00	
<b>FLAG MAST</b> .....			90,00	92,00	
<b>CARPET</b>					
Except for the “fitted stand” option (contact us for the choice of colour).....			15,00 / m²	15,50 / m²	
<b>WOOD PARTITION WALL</b> .....			110,00 / ml	113,00 / ml	
<b>WALL FABRIC</b>					
Except for the “fitted stand” option (contact us for the choice of colour).....			29,00 / ml	30,00 / ml	
<b>STOREROOM DOOR</b> (corresponding to 1 linear metre).....		per item.....	174,00	178,00	
<b>TRANSLUCENT FACADE</b> .....			100,00 / ml	102,50 / ml	

**TOTAL**

EXCL. VAT

\* VAT 20 %

**TOTAL INCL. VAT**

FORM No. 10

COMPANY  
NAME

BOOKING FORM TO GRAND PAVOIS LA ROCHELLE

REGISTERED ON:

AS No.:

INTERNATIONAL IN-WATER BOAT SHOW

GRAND PAVOIS  
LA ROCHELLE

NEW DATES!

FROM  
TUESDAY 28 SEPT  
TO SUNDAY 3 OCT  
**2021**ADDITIONAL  
SERVICES:  
COMMUNICATIONS  
TOOLS

## TO BE RETURNED BEFORE APRIL 15, 2021

with the Mandatory insurance document [ Form No. 4 ] and 30% down payment.

BY POST TO GRAND PAVOIS ORGANISATION,  
Avenue du Lazaret, 17042 La Rochelle Cedex 01

BY E-MAIL: nmignonneau@grand-pavois.com

**All the communication tools offered to exhibitors**  
(on site, printed documents, digital)  
**and this detailed order form will be made available to you on**  
**MY EXHIBITOR SPACE ► [www.grand-pavois.com](http://www.grand-pavois.com) \***

\* on receipt of your login codes.

**YOUR LOGO ON THE PONTOON POSTS**

Treat your brand to exceptional visibility among the general public and media.

Quantity and positioning plan based on personalised study.

Per unit (manufacturing and installation)..... 700,00

**PONTOON AREAS**

Dimensions : 10 m x 0,80 m ; Number of banners available: 13 ;

Colours: Four-colour; Materials: all-weather tarpaulin.

Per unit (manufacturing costs included)..... 1 650,00

**NECK STRAPS**

With 6,000 produced, they are used to display badges and accreditations designed for exhibitors, journalists, professionals, VIPs, and the show's teams.

Cost of the service for 6,000 copies..... 3 500,00

**EXHIBITING A BOAT  
IN THE CENTRE  
OF LA ROCHELLE**

A space available in the old port, at the foot of La Rochelle clock tower.  
Caretaking service, barriers, and lighting at night covered by Grand Pavois Organisation, transport to the exhibition site payable by the exhibitor.

**CAUTION** = Only the exhibition of a boat is authorised. For any other

presentation, a dispensation request will be sent to the organisation, subject to acceptance.

Unit with crane operations (assembly and dismantling) ..... 4 400,00

Unit without crane operations..... 3 000,00

**TOTAL**

EXCL. VAT

\* VAT 20 %

**TOTAL INCL. VAT**

\* ATTENTION: Exemption from VAT for overseas participants meeting the conditions  
(See document "Certificate of liability to VAT" - Form No.2)

FORM No. 11

COMPANY  
NAME

BOOKING FORM TO GRAND PAVOIS LA ROCHELLE

REGISTERED ON:

AS No.:

INTERNATIONAL IN-WATER BOAT SHOW

GRAND PAVOIS  
LA ROCHELLE

NEW DATES!

FROM  
TUESDAY 28 SEPT  
TO SUNDAY 3 OCT  
**2021**INVITATION  
CARDS  
& BADGES

## TO BE RETURNED BEFORE APRIL 15, 2021

with the Mandatory insurance document [ Form No. 4 ] and 30% down payment.

BY POST TO GRAND PAVOIS ORGANISATION,  
Avenue du Lazaret, 17042 La Rochelle Cedex 01

BY E-MAIL: nmignonneau@grand-pavois.com

## INVITATION CARDS

(For one person and for one day)

<b>UNPRINTED</b> per unit (minimum 10), per unit .....	2,81	2,88	ex.	(VAT 10%)
<b>PRINTED WITH YOUR LOGO</b> From 500, per unit .....	0,67	0,69	ex.	(VAT 10%)

The used cards will be added up and charged at the end of the show, at the rate of 2,88 € ex VAT (VAT 10 %) per unit with a minimum of 100 returns.

Unprinted cards, **MUST** be stamped with the **EXHIBITOR'S NAME**.

Without this mandatory identification, admission to the show will be refused to holders of these invitations.

## Printing your logo in black and white (+500 Cards)

Please send your logo in jpeg format, in high definition (300 dpi)  
by email at : ebaudry@grand-pavois.com

BEFORE JUNE 4, 2021

## E-INVITATION (For one person and for one day)

From 50 e- invitations, unit .....	0,54	0,55	ex.	(VAT 10%)
------------------------------------	------	------	-----	-----------

The E-invitations scanned at the entrance to the show will be invoiced to the exhibitor at 2,88 € ex VAT (VAT 10 %) per invitation, with a minimum of 10 returns.

## EXHIBITOR BADGES (to collect on-site)

Are supplied free:

• 3 badges per 9 m <sup>2</sup> stand in halls .....	3 Badges	<input type="checkbox"/>	FREE
or • 3 badges per covered outdoor stand .....	3 Badges	<input type="checkbox"/>	
or • 3 badges per boat exhibited on-water .....	3 Badges	<input type="checkbox"/>	
or • 5 badges per 50 m <sup>2</sup> open air stand .....	5 Badges	<input type="checkbox"/>	
beyond • 3 badges for every additional 50 m <sup>2</sup> .....	3 Badges	<input type="checkbox"/>	

## ADDITIONAL EXHIBITOR BADGES (to collect on-site)

Additional unit .....	7,55	7,80	(VAT 20%)
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## "EXHIBITOR" PARKING (to collect on-site)

Per unit.....	1 Pass	<input type="checkbox"/>	FREE
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## ADDITIONAL EXHIBITOR PARKING (subject to availability)

Per unit .....	69,00	71,00	Pass	(VAT 20%)
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## TOTAL

EXCL. VAT

\* VAT 20 %

\* VAT 10 %

TOTAL INCL. VAT

\* ATTENTION: Exemption from VAT for overseas participants meeting the conditions (See document "Certificate of liability to VAT" - Form No.2)



FORM No. 12

COMPANY  
NAME

BOOKING FORM TO GRAND PAVOIS LA ROCHELLE

REGISTERED ON:

AS No.:

INTERNATIONAL IN-WATER BOAT SHOW

GRAND PAVOIS  
LA ROCHELLE

NEW DATES!

FROM  
TUESDAY 28 SEPT  
TO SUNDAY 3 OCT  
**2021**ORDER  
SUMMARY**TO BE RETURNED BEFORE APRIL 15, 2021**

with the Mandatory insurance document [ Form No. 4 ] and 30% down payment.

BY POST TO GRAND PAVOIS ORGANISATION,  
Avenue du Lazaret, 17042 La Rochelle Cedex 01

BY E-MAIL: nmignonneau@grand-pavois.com

▶ **REGISTRATION FEE** **MANDATORY**Covering the application fee, wifi access, the obligatory exhibitor insurance,  
covering a stand value of 3,000 €, an entry in the official catalogue  
and on the show website.....

UNIT PRICE €UROS (EXCLUDING TAX)

UNTIL  
APRIL 15, 2021FROM  
APRIL 16, 2021

QUANTITY

TOTAL €UROS  
(EXCLUDING TAX)

313,00

320,00

1

(VAT 10 %)

## FORM

No. 5

STANDS &amp; BOATS ON-WATER - TOTAL EXCL. VAT

€

No. 7

OUTDOOR COVERED STANDS AND M<sup>2</sup> IN THE OPEN-AIR - TOTAL EXCL. VAT

€

No. 8

FISHING SPACE &amp; THE BEACH - TOTAL EXCL. VAT

€

No. 10

1/3

ADDITIONAL SERVICES : STAND OPTIONS - TOTAL EXCL. VAT

€

No. 10

2/3

ADDITIONAL SERVICES : COVERED OUTDOOR STAND ON-WATER &amp; ON LAND - TOTAL EXCL. VAT

€

No. 10

3/3

ADDITIONAL SERVICES : COMMUNICATIONS TOOLS - TOTAL EXCL. VAT

€

No. 11

INVITATION CARDS &amp; BADGES - TOTAL EXCL. VAT [ VAT À 10 % ]

€

(VAT 10 %)

GENERAL TOTAL BEFORE TAX

€

\* VAT 20 %

VAT 10 % - CONCERNS ONLY THE REGISTRATION FEE  
AND INVITATIONS ORDER \*

TOTAL INCLUDING TAX

€

DEPOSIT 30 %

## DOCUMENTS TO SEND BACK - ESSENTIAL - TOGETHER with the admission form today:

- 30 % deposit by cheque, by bank transfer or by bank card (Form No.1),
- Authorization of an exhibitor showing products not being of their own production (Form No.3),
- Compulsory insurance signed and dated (Form No.4).

\* ATTENTION: Exemption from VAT for overseas participants meeting the conditions (See document "Certificate of liability to VAT" - Form No.2)

## SPECIAL REGULATIONS

► PLEASE READ CAREFULLY BEFORE COMPLETING THE REQUEST FOR ADMISSION.

The present specific regulations complete the general regulations for exhibitions held by the Members of the French Federation of specialist Exhibitions (Fédération Française des salons spécialisés) which are applicable to all exhibitors with no exceptions or novation.

### 1 • REGISTRATIONS

#### • 1.1 - GENERAL TERMS OF ADMISSION

Admissible as exhibitors at the Grand Pavois are businesses and associations which are validly constituted and which have existed for at least one year at the time of the opening of the Exhibition and whose activities are closely related to pleasure sailing and nautical tourism. The period of existence of commercial businesses will be assessed based on the date of filing at the Registry of Trade. **The request to participate is made using the attached forms. Neither a participation request form, or its dispatch or the encashment of a payment will be deemed to be an authorisation to exhibit. Any new exhibitor must attach to its registration application detailed documentation concerning its products or services, as well as a note presenting its activities and references in the pleasure sailing and nautical tourism sectors.** The acceptance is individual to each business. Economic Interest Groups or any other combinations of businesses can only exhibit on collective stands if each member of the grouping has been individually accepted as an exhibitor and has paid the application fees. By signing their participation applications, exhibitors accept all the prescriptions and undertake to comply with them.

#### • 1.2 - DEADLINE FOR REGISTRATIONS

Completed participation applications accompanied by the first payment on account, must imperatively reach the organiser no later than 15 April, 2021. Applications received or examined after that date will be included on a waiting list and satisfied in order of arrival, depending on the stands available.

#### • 1.3 - ADMISSION COMMITTEE

Registration applications will be submitted to the Admission Committee which, after an examination, will accept or reject the admission requests. The following may in particular be grounds for definitive or provisional rejection - incomplete provision of the information required, failure to make payments, non-compliance with obligations, the judicial administration of the exhibitor or any other reason which might infringe public order, the tranquillity of the other exhibits, or the safety or pleasure of visitors. Decisions by the organisers concerning admissions, or reductions or changes of stand will not be open to recourse of any kind. Any modification to the registration application, even after admission, must be notified by the exhibitor, without delay and no later than 60 days prior to the opening of the Grand Pavois La Rochelle, to the Admission Committee which is solely authorised to take a decision.

#### • 1.4 - INSOLVENT BUSINESSES

The Admission Committee reserves the right to refuse admission to businesses which are insolvent or whose affairs are managed by judicial administrators or sequestrators and which do not offer sufficient guarantees for the proper performance of their obligations to the organiser and to customers, particularly those who may issue orders to them or make down-payments to them during the Exhibition. If the state of insolvency or the appointment of the administrator or sequestrator should occur subsequent to the dispatch of the registration application or the acceptance of the request for admission and prior to the closure of the Exhibition, the legal representatives of the business concerned must so advise, without delay, the Admission Committee, which may subordinate the acceptance or maintenance of the admission to the implementation of the above-mentioned sufficient guarantees.

### 2 • PRODUCTS OR SERVICES PRESENTED

#### • 2.1 - RULES APPLICABLE TO ALL EXHIBITORS

As an addition to Article 6 of the General Regulations, you are reminded that only products or services which conform in every way with the enumerations, specifications and descriptions appearing in the registration application and which have been considered by the organiser as corresponding to the nomenclature for the event may be presented on the stands. The presentation of second-hand, downgraded or end of line material and, more generally, non-compliant products or services is formally prohibited. The exhibition of identical boats or ships under several distinct brands, labels or one-off trademarks is only allowed on a single stand, unless a derogation has been agreed by the Admission Committee.

Exhibitors are reminded that their offering must comply with public order and the laws in force. In this respect, it is formally prohibited to exhibit products which are unlawful or which originate from unlawful activities. It is also prohibited for any person who is not authorised by the law to offer products or services related to activities which are regulated within the meaning of the law. Exhibitors who infringe these provisions may be the subject of legal proceedings, without prejudice to the measures which the organiser may take to put an end to the issue. Price displays are obligatory for all equipment or boats exhibited.

#### • 2.2 - CAPACITY OF EXHIBITOR

The only exhibitors accepted for participation in the Grand Pavois of La Rochelle are the businesses, associations and economic interest groups referred to in (1.1) which are either:

- Constructors or manufacturers of boats, sailboards or engines and equipment or material related to the theme of the exhibition. The term constructor means businesses which manufacture their own models or products.
- Importers (distributors or agents) of boats, sailboards or engines and equipment or material related to the theme of the exhibition. The importers of this same equipment can only present models for which they hold a distribution or representation contract of which the validity extends at least to the year 2021 ; a copy of the contract may be requested from the exhibitor. Where several importers (distributors or agents) for different geographical sectors distribute the products of a manufacturer, they must group together on a joint stand in the sole name of the brand presented, under the banner of the supplier or manufacturer. In all cases, the certificate of accreditation of the exhibitor to present the brand at the Exhibition will have to be returned, bearing the signature of the manufacturer or supplier.
- Not admissible as exhibitors are retail traders, with the exception of businesses which exhibit in the name of and on behalf of a producer which has mandated them for this purpose on an exclusive basis, unless an exception is made by the Ministry of Trade (Article 1 paragraph 9 of the ministerial decree of 7 April 1970, as modified, relating to trade shows).

#### • 2.3 - RULES APPLICABLE TO MANUFACTURERS AND IMPORTERS OF BOATS

Manufacturers or importers may only present engines, accessories, miscellaneous equipment or light tenders independently and apart from the boats, with the exception of trailers which carry the exhibited boats, on condition that this equipment is also presented on the stand of the manufacturer or importer. The maximum power indicated on the engines exhibited on boats cannot exceed that appearing on the display plate for these boats.

#### • 2.4 - SERVICE BUSINESSES

It is strictly prohibited for exhibitors which present service activities to operate an office or to display any advertising on a stand other than the stand which is individually and nominatively allocated to them.

• **2.5 - BOATS OF MORE THAN 8 M** overall length must be displayed on-water, unless a derogation has been granted by the organiser. Hulls for completion are accepted on land on the express condition that they genuinely consist of uncompleted boats, without any internal fittings or equipment.

• **2.6 - BOATS EXHIBITED** with equipment that is not included in the standard inventory must display, a notice indicating "in addition to its standard rig, this boat is equipped with: (list of the additional equipment)".

**A display of the prices is obligatory.**

#### CAUTION CONFORMITY CONTROLS :

The Maritime Affairs Department may be required to carry out conformity controls on vessels exhibited at the show. Therefore, documents of conformity should be presented if requested. They should list the references and norms and other technical provisions in relation to which the vessel's conformity has been declared. Also, according to its status as an economic operator, the exhibitor should be perfectly aware of its obligations by virtue of legislation (Consumer Code and decree 96-611).

#### • 2.7 - TAKEAWAY SALES

Takeaway sales are prohibited. Certain derogations may be granted. It is indispensable to request this derogation in writing at least two months prior to the opening of the exhibition.

#### • 2.8 - ADVERTISING BY THE EXHIBITORS

The distribution of advertising hand-outs or articles is only authorised on the stands of the exhibitors or on board the exhibited boats. In no case will it be authorised in the common areas of the exhibition, or at the entrances, or in the immediate surroundings of the exhibition.

• **2.9 - ALL THE EXHIBITORS AFLOAT** undertake to hoist and to leave in place the large regulatory signal flags on each yacht exhibited, and this throughout the period of the exhibition.

• **2.10 NOTE** = For obvious safety reasons, we strongly recommend against allowing access to the pontoons to pushchairs, prams and wheelchairs.

• **2.11 - CUSTOMS**

The exhibitor will be responsible for ensuring the industrial protection of the equipment or products which it exhibits, and this in accordance with the legal provisions in force (such as the filing of applications for French patents). These measures must be taken prior to the presentation of this equipment or products, since the Organiser accepts no responsibility in this area.

• **2.12 - SOCIETY OF AUTHORS**

In the absence of an agreement between the Society of Authors and Composers of Music (SACEM) and the Organiser, of which the Exhibitors are informed, the latter must deal directly with the SACEM if they make use of music inside the exhibition, even for simple demonstrations of sound equipment. In this regard, the organiser declines any liability with regard to the SACEM.

• **2.12 BIS - SOUND LEVEL**

The sound level of the animations (music, demos,...) must be limited and must not in any way disturb the smooth functioning of nearby stands. Any special animation, not including exhibited product demo, must be previously requested to the organiser.

• **2.13 - MAINTENANCE OF THE STANDS**

The maintenance of the stands must be impeccable. Packaging, objects not used for the presentation of the stand and employee cloakrooms must be hidden away from the view of visitors.

• **2.14 - RECYCLING AND WASTE MANAGEMENT**

In periods of setting up, opening to the public, and dismantling, the waste generated by exhibitors must be sorted and placed in the corresponding containers.

As a reminder, under the applicable laws, it is prohibited to provide single-use plastic bags, disposable glasses, cups and plates for dining, straws, cutlery, steak picks, disposable glass covers, meal trays, ice cream pots, salad bowls, boxes and drinks stirrers made of plastic, unless compostable in domestic composting and wholly or partly composed of bio-sourced materials.

• **2.15 - IMAGE RIGHTS**

The exhibitor grants an exclusive right of publication and distribution of its image to the organiser (brand, logo, products or services, photographs of the stand, etc.) for the purposes of advertising and promotion of the event, and in any media and marketing documents.

### 3 • PAYMENTS

• **3.1 - THE PAYMENT OF THE CHARGES** must be made in accordance with the following timetable:

- 30% on registration, by cheque or bank transfer, without this prejudging the definitive registration.
- 30% by cheque or bank transfer on June 1<sup>st</sup>, 2021. No stand can be confirmed by the organiser prior to the receipt of this second payment on account.
- The balance (40%) will imperatively have to be paid by July 15, 2021.

**Only exhibitors who have paid the balance of their invoice will receive the accreditations authorising access to the site.** To pay by bank card, please send an e-mail to our accounting department: [comptabilite@grand-pavois.com](mailto:comptabilite@grand-pavois.com), which will send you by return a form to complete. A late payment penalty of 40,00 € and a supplement of 1,5 % will be applied to any payments for space reservation made after July 30, 2021.

**Payment in cash by or to a professional :**

Upper limit reduced to € 1,000 on 1 September 2015 - Before this date, payments could only be made in cash for a maximum amount of € 3,000 when the debtor had its tax residence in France or was acting for the needs of a professional activity (Monetary and Financial Code art. L. 112-6, I, paragraph 1 and D. 112-3).

**Penalty :** Payment in cash of sums over the legal limit means running the risk of a fine which may be as much as 5% of the sums paid in cash. The debtor and the creditor are jointly responsible for paying the fine (Monetary and Financial Code art. L. 112-7). This fine may be imposed for payments in cash made overseas by a company established in France (EC 10 May 2012, No. 337573).

• **3.2 - FOR OVERSEAS COMPANIES AND PAYMENT BY BANK TRANSFER**

These must be made to the **IBAN number of the Grand Pavois:**

**FR76 1090 7006 7322 3090 0201 693.**

BANQUE POPULAIRE, 9 quai Maubec - 17000 La Rochelle.

Swift : **CCBFRPPBDX**

CODE BIC : **CCBFRPPBDX**

• **3.3 - IF THE ORGANISING COMMITTEE SHOULD HAVE TO REFUSE A REGISTRATION,** the reservation payment on account will be reimbursed.

• **3.4 - CANCELLATION BY THE EXHIBITOR**

• If the cancellation of the exhibition space should take place before July 15, 2021 by registered letter, the sums already paid for the exhibition space will remain the property of the Grand Pavois.

• If the cancellation should occur after July 15, 2021, the exhibitor will be liable for the payment of the entire invoice.

• **3.5 - LATE PAYMENTS**

In accordance with Article L.441-6 of the Commercial Code, late payment penalties, at the annual rate of three times the legal interest rate plus a fixed compensation sum of 40 € will be due if this payment is not made on the day following the payment date appearing on the invoice.

### 4 • EXHIBITION SPACE

• **4.1 - ATTRIBUTION**

The attribution of the exhibition space will be made by the Admission Committee in accordance with the provisions of Article 04 of the General Regulations and the allocation of the business sectors in the exhibition building is decided by the organiser. At any time, the latter may modify this allocation and the exhibition space allocated. Participation in previous exhibitions does not confer any right to a specific location.

• **4.2 - OCCUPATION**

In no event can the allocated exhibition space be assigned, sublet or made available to a third party, in whole or in part, by the exhibitor. The latter will not be entitled to carry out any advertising or commercial action in favour of a third party or of products or services other than those presented on the stand. In addition, the organiser reserves the right to pursue the payment of the balance of the price due, despite the non-participation, for any reason whatsoever, of the exhibitor accepted for participation. In the event that an exhibitor, for any reason, should cancel its participation after July 15, 2021, it will be considered to have waived its right to exhibit. Without prejudice to any other measures taken, the organiser will be entitled to dispose of the exhibitor's stand without the latter being able to claim any reimbursement or compensation, even if the stand is allocated to another exhibitor.

### 5 • RULES FOR INSTALLATION

• **5.1 - MATERIAL HANDLING :** Any material handling carried out on the pontoons and on the quayside, as well as the fitting-out of the stands, will have to be completed on Monday September 27, 2021 before 8 PM. The stand contact person's attendance is required and mandatory.

• **5.2 - ASSURANCE**

The Grand Pavois Organisation has taken out an insurance policy covering its third party liability in its capacity as organiser, as well as your third-party liability as an exhibitor and theft and damage insurance for your equipment, for an amount of € 3 000. It is your responsibility to request a guarantee extension using the additional insurance form and/or cancellation or operating losses insurance (see My Exhibitor Space // [www.grand-pavois.com](http://www.grand-pavois.com)) from the exhibition's insurer. Any recourse is waived against the organiser by exhibitors which have not taken out additional insurance coverage.

**NOTE** = All exhibitors which present boats afloat will imperatively have to have taken out an insurance policy covering navigation risks.

In the case of the complete or partial cancellation of the event on grounds of force majeure, the exhibitors undertake not to apply to the organisers for any compensation. It is up to each exhibitor to take out a complementary insurance policy and/or cancellation-losses insurance policy via My Exhibitor space on [www.grand-pavois.com](http://www.grand-pavois.com) or by writing to our insurer.

• **5.3 - CANCELLATION DUE TO COVID-19**

In the case of cancellation of the event due to the health crisis due to the COVID-19, the organiser undertakes to return all the deposits paid by the exhibitor with the exception of the registration fees which will remain acquired by the association Grand Pavois Organisation.

• **5.4 - CLEANING**

All the stands and all the boats will have to be in a perfect state of cleanliness before 10 AM each morning.

• **5.5 - OPEN AIR STANDS**

It is prohibited to mount, on the hard-standing, modular stands or any other type of construction. Gangways installed by the exhibitors must imperatively have a guard rail which is 1m high with an intermediate rail and a plinth at floor level. Unless given a derogation which must be requested at least one month prior to the opening of the Exhibition, the maximum height of all signage and decoration is 2.5m. Signposting balloons are prohibited at the show.

• **5.6 - BOATS AFLOAT**

In no event can sails be raised; they must be simply furled. The maximum authorised dimension for advertising displays fixed on the boats is: length of the boom, with a width of 60 cm. Only one such display will be allowed per boat. In no event will banners be authorised across the pontoons, nor any type of construction (counters, tents, etc.) which may interfere with the free circulation of the general public.

During the exhibition, we expressly request that you hoist the large signal flag on the forestay or the backstay of the exhibited yachts in order to associate you with our festival and promote your fleet. Moreover, please note that stapling is not allowed on the pontoons.

**Sea trials must be carried out aboard vessels which conform completely with the regulations of the Maritime Affairs Department and captained by approved skippers who hold the required permits.**

**Also, each vessel must be covered by liability insurance for damages and the transport of people.**

**Skippers are asked to not take any risks:**

> **Lifejackets must be worn.**

> **Compliance with all safety and sailing rules, in particular, signposting, speed and automatic engine cut-off provisions.**

### • 5.7 - INSTALLATION OF THE STANDS

Their installation must in no event damage or modify the permanent installations of the exhibition site. It is prohibited to apply glue, nails or screws to the floor surface or the walls or pillars. The stand allocated to the exhibitor must be left in the state in which it was delivered, after removal of the stands. For stands delivered bare, the floor coverings and adhesive strips must be removed. All works for restoration of a stand will be invoiced to the Exhibitor which occupied the space.

### • 5.8 - FITTING-OUT PLAN

Any fitting-out plan (excluding signage) exceeding the height of 2.50 m will have to obtain the approval of the organiser before August 13, 2021 (see 5.6). A fitting-out plan, with measurements and orientation, including a plan view, cut-outs, elevations, signage and lighting systems must be supplied to the organiser no later than August 13, 2021. This plan will have to specify the number of the stand.

### • 5.9 - ACCESSIBILITY

#### PREAMBULE

The decree of 1 August 2006 defines the provisions for the application of articles R 111-19 to R 111-9-3 and R 111-19-6 of the Construction and Housing Code concerning disabled access to establishments open to the public and facilities open to the public during their construction or creation. Generally, the pavilions, exhibition halls and exhibition park installations meet the requirements of this decree: accessibility, bathroom facilities, parking, etc. Therefore, by virtue of installations open to the public during their creation, it is necessary to allow disabled people to access stands, conference or meeting rooms, grandstands and terraces or restaurant areas. At shows organised by Grand Pavois Organisation, the Head of Security's mission is to set up measures and carry out controls at shows. Below is the list of general and special measures which apply to installations created at shows and exhibitions.

#### ACCESS TO SINGLE LEVEL STANDS

Each stand, space open to the public, equipped with a floor higher than 2 cm should be accessible to the Mobility-Impaired. One or several ramps, of a minimum width of 0.90 m, will facilitate this access. The gradients will comply with the following percentages: • gradient of 4% without any limit with regard to length, • gradient of 5% for a length of < 10.00 m, • gradient of 8% for a length of < 2.00 m, • gradient of 10% for a length of < 0.50 m. A circular area of 1.50 m should be left to allow manoeuvres at each end of the ramp.

#### PATHS

• Minimum width of 1.40 m.

#### ACCESS TO SEVERAL LEVEL STANDS

1) When the number of people received on the upper floor does not exceed 50 people, the service • On the upper floor should be equivalent to the level on the ground floor. • If this is not the case, and/or if the number of people received on the upper floor exceeds 50 people, the upper floor will be accessible via the installation of a lift conform to the standard NF EN 81-70. This installation should be controlled by an organisation approved by the Ministry of the Interior before commissioning.

2) Comply with the provisions of article 7.1 of the afore-mentioned decree with regard to stairs. • width of 1.20 m between the handrails. • 2 continuous handrails, prolonged horizontally at the top and bottom of the stairs either extending on to or with a return on a wall, of a length equal to a step tread. • a stair height of 16 cm maximum and a minimum tread of 28 cm. - contrasting colour nosing • tactile strip at the top of the stairs over a width of 0.50 m. • comply with rules for the stair's design:  $60 \text{ cm} < 2H + G < 64 \text{ cm}$  ( $H$  = step height,  $G$  step tread). • the handrails and guard rails should comply with the norms NF P 01-012 and NF P 01-013.

#### EQUIPMENT OF ROOMS OR SPACES FOR A SEATED AUDIENCE (CONFERENCES, TERRACES, GRANDSTANDS, ETC.)

Spaces will be reserved for people in wheelchairs. These spaces should be located away from the alleys and near the exits. The number of them will be calculated as follows: 2 spaces for the first 50 seats and 1 space per additional 50 seats.

#### RECEPTION COUNTERS, INFORMATION BENCHES

The reception counters and information benches should be accessible to people in wheelchairs. • 0.80 m high, a space which is 0.30 m deep and 0.70 m high, allowing room for knees.

## 6 • DISASSEMBLY

**Any disassembly of the stands is PROHIBITED prior to the official closure of the exhibition, but authorised from 7:30 PM to 10 PM on Sunday October 3, 2021.** We strongly advise exhibitors which have equipment on their stands to ensure permanent staff presence up until that time. We decline any liability in the event of theft from stands left unsupervised at the time of disassembly.

In order to allow for disassembly of the buildings, all the stands will have to be emptied of equipment by 6 PM on Monday October 4, 2021. The exhibition space on the pontoons will remain available to the exhibitors at the end of the event, on Monday 4, Tuesday 5, Wednesday 6, and Thursday 7 October 2021.

If the boat should still be on the pontoons after that date, a mooring fee will be requested by the Marina.

**CAUTION STANDS & BOATS ON-WATER** : The removal of carpets and the cleaning of your stand is your responsibility.

## 7 • SAFETY REGULATIONS

• **7.1 - EXHIBITORS** are obliged to know and comply with the safety measures imposed by the public authorities and those which may be taken by the organiser. Regulations attached to the application.

• **7.2 - THE EXHIBITOR** will be obliged to be present on its stand during the visit by the Safety Committee, on the day prior to the opening of the exhibition.

• **7.3 - IN ORDER NOT TO INTERFERE WITH THE CIRCULATION OF VISITORS** in the aisles, it is formally prohibited to install or leave structures or decorative objects.

### • 7.4 - BOATS AFLOAT

All the boats presented must imperatively have aboard the equipment necessary to double the mooring lines in the event of high winds, as well as a horseshoe buoy.

### • 7.5 - CHAIN SUPPORTS

Any attachment or in support of equipment must be the subject of a request from the organiser. You are not authorised to attach a structure to the woodwork yourself.

## 8 • APPLICATION OF THE REGULATIONS

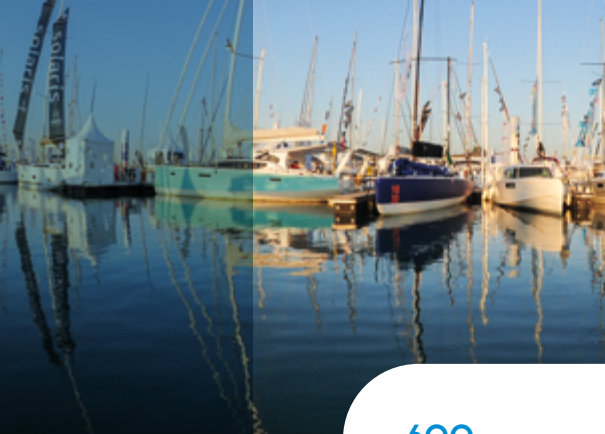
• **8.1** - Any breach of the provisions of the General Regulations or of the present regulations may lead to the exclusion of the contravening exhibitor, even without formal notice, and this based solely on the decision of the organisers. This will apply in particular for failure to have insurance, non-compliance with the stand fitting-out instructions, noncompliance with the safety rules, non-occupation of the stand, presentation of products which are non-compliant with those listed in the admission application or breaches of the provisions of paragraph 2.1., etc. A compensation payment will then be due by the exhibitor to cover the reparation of moral or material damage suffered by the exhibition, a compensation payment at least equal to the amount of the participation charge which will become the property of the organiser without prejudice to any additional damages or interest which may be demanded. In this respect, the organiser will have a right of retention over the articles exhibited and the items of furniture and decoration belonging to the exhibitor.

• **8.2** - In the event of any dispute, the exhibitor undertakes to submit its declaration to the Organisation Committee prior to any proceedings. Any action initiated prior to the expiry of a period of 15 days with effect from this claim will, with the express consent of the exhibitor, be declared inadmissible. **In the event of the total or partial cancellation of the Exhibition for a reason of force majeure (unless cancellation due to the COVID-19 pandemic - see section 5.3 of this special regulations), exhibitors must commit not to claim any compensation to the organiser. A cancellation insurance can be directly subscribed by the exhibitor via the exhibitor space (see "Insurance" sheet).**

*The present regulations can be found in*

**MY EXHIBITOR SPACE ► [www.grand-pavois.com](http://www.grand-pavois.com)**





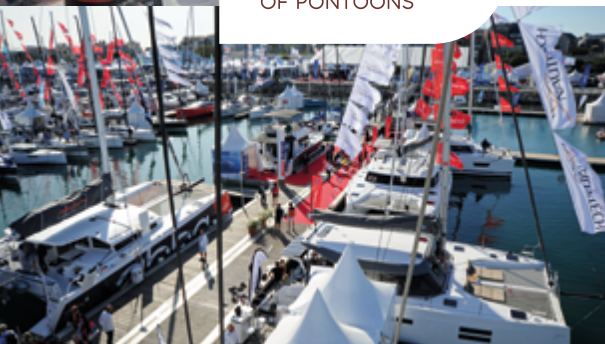
## LE RENDEZ-VOUS DE TOUS LES PROFESSIONNELS DU NAUTISME

Outil commercial  
et promotionnel incontournable,  
le Grand Pavois La Rochelle  
accueille chaque année les acteurs  
de la filière nautique et propose  
une offre complète et représentative  
de tous les secteurs :



600  
BATEAUX  
BOATS

3 KMS  
DE PONTONS  
OF PONTOONS



**BATEAUX À MOTEUR** : Trawlers, day et cabin cruiser, pêche promenade, open... // **BATEAUX À VOILE** : Multicoques, course / croisière, régate, grand voyage... // **PNEUMATIQUES ET SEMI-RIGIDES** // **BOIS CLASSIQUE ET MODERNE** // **TOURISME NAUTIQUE** : Locations, destinations, ports, clubs et centres d'activité... // **LA PLAGE** : SUP, voile légère, canoë kayak, surf, planche à voile, kite surf, wake board... // **ESPACE PÊCHE** : Matériels et équipements, initiations et démonstrations, concours de pêche sportive, scène d'animations... // **EQUIPEMENTS ET SERVICES** : Accastillage, électronique, refit, voilerie, remorques, assurances, banques, équipements divers... // **MOTEURS, SYSTÈMES DE PROPULSION ET ACCESSOIRES** : Hors-bord, inboard, motorisations hybrides et électriques... // **INSTITUTIONS ET ASSOCIATIONS** : Education et formation, fédérations et institutions... // **PUBLICATIONS ET MÉDIAS** : Edition, presse, web...

## UN RENDEZ-VOUS D'AFFAIRES

Selon les professionnels de l'industrie nautique, le Grand Pavois La Rochelle est aujourd'hui l'un des meilleurs salons nautiques internationaux à flot en terme de coût/contact. Placé dans le **Top 5 des rendez-vous internationaux à flot**, il s'est inscrit au fil des éditions dans les événements incontournables du calendrier nautique européen et mondial !

## A GOOD PLACE FOR BUSINESS

According to professionals, the Grand Pavois La Rochelle is now one of the best international boat shows in terms of cost/contacts. Ranked amongst the Top 5 international boat shows, it has become one of the major events in the European and international boating calendar!



## THE MEETING PLACE FOR ALL MARINE PROFESSIONALS

300  
BATEAUX À FLOT  
BOATS IN-WATER

As a unique marketing and commercial opportunity, the Grand Pavois La Rochelle welcomes, every year, members of the nautical industry and offers a complete range of products:

**MOTORBOATS**: Trawlers, day and cabin cruisers, recreational fishing boats, open boats // **SAILBOATS**: Multihulls, racing yachts, grand voyage and dinghies... // **INFLATABLES AND RIBS** // **CLASSIC AND MODERN WOODEN BOATS** // **WATER-BASED TOURISM**: Rentals, resorts, ports, clubs and activity centres // **THE BEACH**: SUPs, dinghies, kayaks, surfboards, windsurfs, kite surfs, diving... // **FISHING**: Material and equipment, introductions and demonstrations, fishing competitions, entertainment... // **EQUIPMENT AND SERVICES**: Rigging, electronics, refit, sails, trailers, insurance, banking, miscellaneous equipment... // **MOTORS, PROPULSION SYSTEMS AND ACCESSORIES**: Outboard, inboard, hybrid and electric... // **INSTITUTIONS AND ASSOCIATIONS**: Education and training, federations and institutions... // **PUBLICATIONS AND MEDIA**: Publishing, press, web...





# LE GRAND PAVOIS LA ROCHELLE

UN SALON GÉRÉ PAR  
DES PROFESSIONNELS  
DU NAUTISME

A BOAT SHOW MANAGED  
BY MARINE BUSINESS  
PROFESSIONALS



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