

BMJ Careers
Fair

20-21 October 2017
Business Design Centre,
Islington, London

Exhibitor Manual



careersfair.bmj.com

Dear Exhibitor,

I am delighted to present you with the exhibitors' manual for the BMJ Careers Fair, 20 – 21 October 2017.

The exhibition build will be on the morning of Friday 20 October between 09:00 – 12:30 on site, at the Business Design Centre (BDC), 52 Upper St, London N1 0QH.

It is essential that you ensure you have read through this manual carefully. The manual outlines: deadlines, key contacts, schedules and information, all of which allow you to plan your exhibition effectively. Please ensure you take note of the upcoming deadlines as this will ensure you do not incur additional charges or expenses, or miss out on any marketing opportunities.

Please ensure that you share this manual with your colleagues and/or any third parties involved in the exhibition.

If you have any further questions, please do not hesitate to contact us.

With kindest regards,

Holly Rose Clarke
BMJ Events

E: hrclarke@bmj.com

T: 020 7383 6980

W: <https://careersfair.bmj.com/>

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Key Contact Details

BMJ contact details

Holly Rose Clarke, BMJ Events
Email: hrclarke@bmj.com
Telephone: 020 7383 6980
Mobile: 07495 009 227
www.careersfair.bmj.com

Venue contact details - Business Design Centre (BDC)

Natalie Prew, Business Design Centre
Email: nataliep@bdc.london
Telephone: 0207 288 6546
Fax: 0207 288 6442
www.businessdesigncentre.co.uk

Stand extras – Graphics orders

Luke Roberts
Onward Display Ltd
Lower Units 154, The Business Design
Centre
52 Upper Street, Islington
London, N1 0QH

T: 020 3219 7920
E: luke@onwarddisplay.com
www.onwarddisplay.com

Stand extras – Furniture orders

Thorns Group
Telephone: 020 8801 4444
Email: contact@thorns.co.uk
www.thornsgroup.co.uk

Stand extras – Lighting, Wi-Fi, telecommunications etc.

Natalie Prew, Business Design Centre
Email: nataliep@bdc.london
Telephone: 0207 288 6546
Fax: 0207 288 6442
www.businessdesigncentre.co.uk

Venue

Address

Business Design Centre (BDC)
52 Upper Street
Islington
London N1 0QH

How to get there

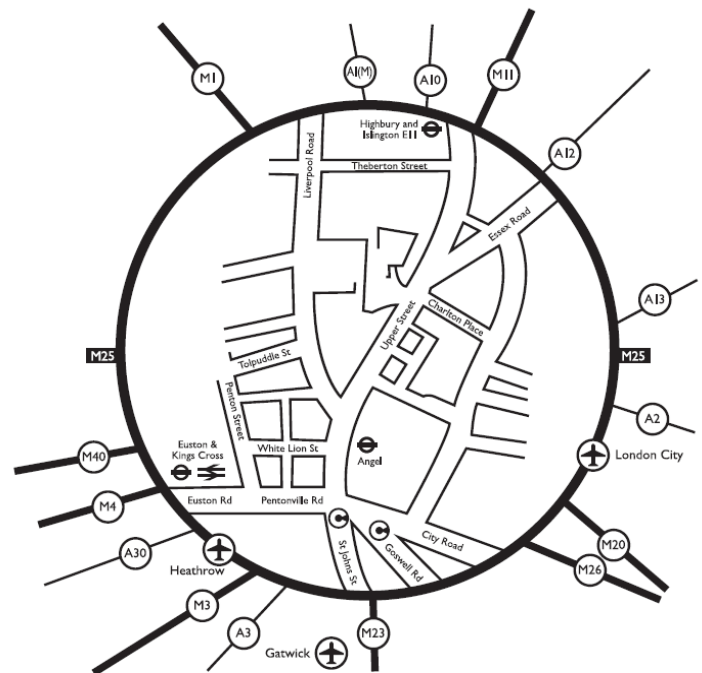
By bus: The following bus routes all stop near to the Business Design Centre in Upper Street: 4, 19, 30, 73, 43, 38, 56 and 341.

By car: Easy access from the City and West End. Upper Street forms part of the A1. There is a paying car park adjacent to the Centre with

approximately 200 spaces. Please note there is a 1.9m height restriction. Please see BDC's [parking page](#) for details of how to direct your sat nav and to [pre-book your parking](#). There are further car parks within walking distance of the Business Design Centre.

By rail: Euston, St Pancras and King's Cross stations are a short distance away. (www.tfl.gov.uk; www.thetrainline.com)

By underground: A regular underground train service (Northern line) runs to and from the Angel station, which is a two minute walk from the Centre. Alternatively, Highbury & Islington station (Victoria Line and London Overground) is a fifteen minute walk from the Centre.



Exhibition Dates and Opening Hours

Date	Time
Friday 20 October 2017	1300 – 2000
Saturday 21 October 2017	1000 – 1700

The exhibition takes place in the main hall at the Business Design Centre.

Please note, your stand must be staffed at all times during exhibition opening hours.

Key Deadlines

All exhibitors are required to provide BMJ with the below:

Deadline	Page number	Information	Optional or compulsory	Submit via:
Monday 14 August 2017	18	Entry in the event guide As part of your booking, BMJ Careers provide you with a listing for your organisation within our event guide. Simply provide us with your organisation details by completing the webform on the right.	Compulsory	Event entry webform
Friday 15 September 2017	19	Risk assessment form See pages 18-19 for more information	Compulsory	Risk assessment webform
Friday 15 September 2017	19	Health and safety form See pages 18-19 for more information	Compulsory	Health and safety webform
Friday 15 September 2017	19	Exhibitor badge application See pages 18-19 for more information	Compulsory	Badge application webform

If you have any issues accessing the forms linked above, please contact [Holly Clarke](#) (BMJ Events).

Shell scheme exhibition package

Shell scheme is the name given to pre-erected rows of stands. Your shell scheme package will include the following:

- 1 table 1200 x 600cm and 2 chairs
- 1 electrical socket (500w)
- 2 spotlights
- Carpeted stand area
- Fascia board with company name
- Daily cleaning
- Entry in the event guide

For more information on the shell scheme stands, including opportunities to order additional items, please see [pages 9 -10](#).

Exhibition build-up schedule

Friday 20 October 2017

Exhibitors are requested to build their stands and install their exhibits as follows:

Shell scheme exhibitors

Installation activities, 'dressing' of stand by exhibitors

- The shell scheme will be built by 08:00, **exhibitors will have access to dress their stand from 09:00**
- The stand dressing and set up must be **complete by 12:45**
- Couriers will be given **access to the loading bay from 08:00 - 12:00** on a first come, first served basis
- Deliveries will be accepted by the BDC from **08:00** on Friday 20 October, but not before

Exhibition pack-down schedule

Saturday 21 October 2017

- Exhibitors must break-down their stands between **17:00 – 20:00**
- Exhibitors must have cleared away and be out of the venue by **20:00**
- Stand breakdown prior to 5:00pm on Saturday 21st October is prohibited for health and safety reasons
- Couriers will be given **access to the loading bay from 17:00 - 19:30** on a first come, first served basis. Entry to the halls will not be given until the event is officially closed.

Exhibition break-down information:

- You can pack down smaller items (eg. Leaflets) and these can be left neatly on your stand after 16:00. Please liaise directly with your courier to arrange collections from your stand.
- Please **DO NOT** break down larger items (eg. Wall displays, panels, space-only stand structures) until after 17:00, or when the Health and Safety Manager approves this.
- Please note, there will be no access to the loading bay in the last 30 minutes of the break-down period. The BDC reserves the right to extend this 'cut off' period. All exhibitors must comply with the reasonable requests of the traffic marshals. Failure to do so may result in access to the BDC being denied or vehicles, if within the loading bay, being clamped (release fee £35.00) or removed (retrieval fee £220.00).
- The BDC cleaning teams only clean recyclable rubbish (e.g. cardboard from the aisles). Exhibitors need to remove everything else from the site. If you do not do this the BDC will charge you for the removal
- The BDC accepts no responsibility for anything left on the premises and has no storage facilities for late collections. **Anything that is left behind will be disposed of and the cost charged to the exhibitor.**

If you need a local courier, you can contact MyHermes www.myhermes.co.uk, for international couriers visit www.dhl.co.uk.

Stands

Standard shell scheme hire includes back and side free standing partition walls, carpeted floor and daily cleaning.

The shell scheme is the Octanorm system (diagrams on request). This is a modular system of aluminium poles and beams holding 4mm infill panels. These form the walls of the stands. The fascia is formed of the same system, 175mm deep. The wall panels are finished with white foamex. There is an open grid ceiling of 70mm beams fixed diagonally over the stand, 2430mm and the underside of the fascia panel 2325mm.

The aluminium components are finished in white using a powder coating system. The wall panel 2500mm high x 990mm wide is the overall size of panels when fitted with poles and beams. The face size of the panels is 950mm wide x 2340mm high. The poles are 40mm in diameter projecting forward 18mm.

You cannot fix anything to the wall panels using nails, staples or screws. Lightweight polyboard or card panels can be fixed with doubled sided Velcro or Blu-tac. Support brackets and chain packs must be used to hang heavier items.

Ordering Extras for your Stand

Venue extras

There are a number of additional items you can order for your stand:

- Lighting and electrics
- Electrical
- Octanorm panel extras
- Telecommunications
- Internet access
- Water and waste
- Scale drawing

The booking forms for the above can be found online at <http://oem.bdclondon.co.uk/BMJcareers2017>. All orders should be placed by **Wednesday 11 October 2017**.

Furniture and Graphics extras

If you want your exhibition stand to be eye catching, there are a number of extras you can order to enhance the look of your stand.

Examples include:

- Ordering additional furniture (such as sofas, different tables and chairs, stools, display shelving)
- Ordering graphics to cover your shell scheme walls
- Ordering banners and additional signage

Graphics extras

Luke Roberts
Onward Display Ltd
Lower Units 154, The Business Design Centre
52 Upper Street, Islington
London, N1 0QH

T: 020 3219 7920

E: luke@onwarddisplay.com

Furniture extras

Thorns Group
Telephone: 020 8801 4444
Email: contact@thorns.co.uk
www.thornsgroup.co.uk

For other extras, such as AV equipment, lighting and electrics and Wi-Fi, please see page 15 or [click here](#)

Deliveries – ONLY accepted on Friday 20 October

Deliveries for your exhibition stand are permitted only during the tenancy dates of the event.

Deliveries will be accepted by the BDC from 08:00 Friday 20th October, but not before.

Deliveries made outside of this date will not be able to access the loading bay and will be turned away.

Deliveries should be clearly marked with the following:

**BMJ Careers Fair 2017
Business Design Centre,
Upper Street,
Islington,
London N1 0QH
Stand contact name:
Company name:
Stand number:**

The Centre cannot be held responsible for the transportation of deliveries to individual stands and cannot sign for any delivered packages.

See the next page for a quick, printable version of the [delivery package label](#).

See advance delivery service information on [page 15](#)

Collections (post-event) – ONLY accepted on Saturday 21 October

All items must be picked up by your selected couriers on **Saturday 21 October between 17:00 – 19:30.**

Any items which are not clearly labeled or left at the venue after the above listed timings will be destroyed unless otherwise arranged through the [venue event manager](#).

See page 12 for a quick, printable version of the [collection package label](#).

Courier details

International/UK
UK

DHL
MyHermes

www.dhl.co.uk
www.myhermes.co.uk

**BMJ Careers Fair 2017
Business Design Centre,
Upper Street,
Islington,
London N1 0QH
Stand contact name:
Company name:
Stand number:**

Collections from BMJ Careers Fair

Stand no:

Stand contact name:

Stand contact no:

Pick up time:

Company picking up:

Box () of ()

Deliver to:

Advance delivery service

We have set up an advanced delivery service, mainly for the benefit of **overseas exhibitors**. We can arrange to receive your delivery up to a month before the event and guarantee delivery to your stand on the morning of the exhibition. The service is subject to quantities and size and prices are based on volume. It is for pre-show deliveries only. For more information on this service contact [Holly Clarke](#).

Trolleys

The Business Design Centre is not able to supply trolleys for loading. Please make your own arrangements if you require a trolley.

Access

Exhibitors must follow the following regulations on access and egress to and from the loading bay on Liverpool Road. All exhibitors must pay particular respect and consideration to local residents especially during set-up and breakdown periods.

There is only vehicular access to the loading bay from Liverpool Road.

- Under no circumstances will pedestrian access be allowed at the entrance to the loading bay from Liverpool Road.
- Drivers must make themselves aware of, and observe local traffic restrictions. Please be aware that penalties are likely to be eagerly enforced by the police and traffic wardens.
- There is substantial provision for vehicles under 1.9 metres in height to load and unload from the car park at the front of the BDC.
- Couriers will be given access to the loading bay from 08:30 – 12:00 for set up on Friday 20 October, on a first come, first served basis.
- Couriers will be given access to the loading bay from 17:00 for pack down on Saturday 21 October, on a first come, first served basis. Entry to the halls will not be given until the event is officially closed.
- There will be no access to the loading bay in the last 30 minutes of a set-up or breakdown period. The BDC reserves the right to extend this 'cut off' period. All exhibitors must comply with the reasonable requests of the traffic marshals. Failure to do so may result in access to the BDC being denied or vehicles, if within the loading bay, being clamped (release fee £35.00) or removed (retrieval fee £220.00).

There are two goods lifts in the loading bay for the delivery of stand materials and exhibits.

Main Hall Goods lift: Size 3900mm x 1900mm x 1900m (height) Capacity: 3000kg

Gallery Hall Goods lift: Size 5500mm x 2550mm x 2500mm (height) Capacity: 3000kg

Additional Services

All bookable via this link <http://oem.bdclondon.co.uk/BMJcareers2017>

Electrical and lighting services

The BDC has a comprehensive range of electrical services for hire and installation, and offers a range of light fittings and flexible power supplies including three phase if required. The in-house team of electricians can provide a professional and competitive service to exhibitors for all electrical installations and connections to mains. Please contact Holly Clarke (BMJ) for full details.

All/any electrical wiring and equipment not supplied by the BDC will be tested to ensure conformity with the Electricity at Work Regulations Act 1989. Any items failing such a test will NOT be connected to the BDC's supply. In addition all installations must conform to the current issue of the Exhibition Venues Association Regulations for Stand Electrical Installations. Copies are available on request.

It is not permitted to hang, suspend or attach any item to the overhead catenary wires under any circumstances.

Exhibitors who bring portable electrical appliances on site should ensure that they have been regularly PAT tested (Portable Appliance Tested) and bear a recent PAT test pass certificate.

Signs involving the use of neon or similar gases are permitted with fireman switches and written confirmation from the BDC.

Electro flashing signs of low intensity are permitted providing specifications for their use are approved in writing in advance by the BDC. During the open period of the exhibition, stand mains supply will normally be switched on no later than half an hour before the show opens and switched off no later than half an hour after it closes.

Please contact the Natalie Prew (BDC) should you require 24-hour power.

To book: <http://oem.bdclondon.co.uk/BMJcareers2017>

Internet access

High bandwidth internet access is available throughout the exhibition. The network is made up of over 20 Wireless Access Points located throughout the exhibition areas providing exhibitors with up to 11MB per second LAN network speeds. Access to the network is charged depending on stand bandwidth requirements.

Please note – the use of Wireless Access points, Wireless phones (not including mobile phones), Bluetooth devices or any other such device that may operate around the 2.4 GHz frequency is prohibited. Any such device that could interfere with the BDC in-house wireless network will be disabled if found to be in operation. The aforementioned devices can be sold on stands but not demonstrated.

To book: <http://oem.bdclondon.co.uk/BMJcareers2017>

#bmjcareersfair

Audio visual hire

To order AV extras for your stand such as LED screens, iPads and laptops, please contact our AV supplier 'Event Smart' directly.

Contact: Jon Lovell

Email: info@event-smart.co.uk

Telephones

Individual telephone lines for stands are available. These are routed through the BDC switchboard and you must dial '9' for an outside line.

They are individually numbered direct dial lines for exclusive use during the exhibition period. The telephone system is compatible for most modern modem and card swipe machines. Swipe machines should be programmed by the supplier for operation through a switchboard. Please note the BDC telephone system does not transmit 'Caller ID'. Please refer to order form at rear of the manual.

To book: <http://oem.bdclondon.co.uk/BMJcareers2017>

Cleaning and waste disposal

Large items of waste materials to be disposed of before the exhibition opening and must be removed from the BDC site.

The BDC cleaning teams only clean recyclable rubbish, eg. cardboard from the aisles. Everything else needs to be removed from site by the exhibitor/contractor. You need to ensure that gangways, public circulation areas are kept clean of all rubbish and removed from site if it is non recyclable. If you do not do this the BDC will charge you for the removal.

To book: <http://oem.bdclondon.co.uk/BMJcareers2017>

Carpets

Any damage caused during the Fair will be charged to the exhibitor at a cost of £25.00 + VAT per tile.

Exhibitors wishing to build stands must ensure that adequate precautions are taken to protect the carpet from damage. You will be required to lay a wooden floor/platform before any additional floor covering is used. This must also be finished with metal/ plastic edging trim. Stand carpet must not be laid or fixed directly to the BDC fitted carpet. Please contact Holly Clarke (BMJ Events) if you need to order a floor and floor covering should the hall tiles not be suitable for your stand area. BDC can provide carpet to exhibitors.

Balloons/inflatables

Use of helium or gas filled balloons must be agreed in advance so contact us well in advance and we will clear it with the BDC venue event manager. A £100 refundable deposit will be required for their use at the venue. The deposit will only be refundable if the balloon(s) are removed from the site at the end of the event.

Licences

Licences may be required for the following activities:

Entertainment: Music: PPL/PRS; Video: VPL; Cinema (or public viewing of films); smoke machines; lasers; special treatments (i.e. therapy treatments etc).

Exhibitors who play music whether recorded (i.e. from records, cassettes, compact discs, TV, video, slide/tape presentation etc.) or live music in public, are required by law to apply for a licence to prevent infringement of copyright.

What the event organisers need from you

Editorial Entry for the Event Guide

Delegates refer to the Event guide regularly throughout the event and refer back to it after the event. This gives you, as an exhibitor, the ideal opportunity to encourage visitors to their stand at the event as well as get in contact with exhibitors after the event.

Please provide us with a short 50 word description about your organisation together with contact details by Monday 14 August 2017.

Please supply this information by filling out our online form at <https://careersfair.bmj.com/exhibitor-form>. Please note if your details are not submitted by the deadline your organisation will not be listed in the guide.

An example of an editorial entry can be seen below:

BMJ
Stand E

BMJ advances healthcare worldwide by sharing the latest and best knowledge and expertise. Our products and services support all healthcare providers, from individual clinicians to major organisations. We are committed to improving patient experiences and outcomes, promoting better value health services and assisting the continuing professional development of clinicians everywhere.

C: Ruth Staunton
A: BMA House, Tavistock Square, London, WC1H 9JR
T: 0207 387 4410
E: support@bmj.com
W: www.bmj.com
FB: www.facebook.com/BMJCareers
Twitter: https://twitter.com/bmj_company
LinkedIn: www.linkedin.com/company/bmj-group

Risk Assessment – Compulsory for all exhibitors

An exhibition stand is workplace covered by health and safety legislation. As the exhibitor, it is your responsibility to ensure that a suitable and sufficient risk assessment is completed. Failure to do so could lead to delays, or ultimately, the closure of your stand.

This risk assessment template is for a simple shell scheme exhibition stand which does not require any structural approval from the organizer or the venue. More complex stands will require a more detailed risk assessment and if you are in any doubt, you should contact the organiser.

All exhibitors must complete the [Risk Identification form](#) by **Friday 16 September 2017.**

If you answer YES to any questions within the Risk Identification form, then you will need to complete the [Risk Assessment \(detailed\) form](#) by **Friday 16 September 2017.**

Please note that both forms have the same completion deadline, so we strongly advise that you complete the Risk Identification form with enough time to complete the Risk Assessment (detailed) form ahead of the deadline.

Health and Safety Form – Compulsory for all exhibitors

Exhibitors are required to read, complete and electronically sign a health and safety statement.

Exhibitors must [complete the Health and Safety form](#) by **Friday 15 September 2017.**

Please Note, stand construction will not be allowed to commence until this form has been returned

Exhibitor Badge Application

A maximum of 3 exhibitor badges are included with 3mx3m stands

A maximum of 6 exhibitor badges are included with 3mx6m (or larger) stands

Additional exhibitor badges are charged £100 (+VAT) per badge.

To register your included and/or additional exhibitors, please complete the exhibitor [Exhibitor Badge Application Webform](#). Deadline for badge applications is **Friday 15 September 2017.**

Exhibitor badges will be valid from Friday 20 – Saturday 21 October 2017 and give access to the exhibition each day.

Exhibition badges are non transferable between colleagues/guests.

Terms and conditions

1. Definitions – In these Terms and Conditions the term ‘Exhibitor’ shall mean any company, partnership, firm, organisation or individual to whom stand space has been allocated for the purposes of exhibiting, advertising and promotion and shall include their employees, contractors, suppliers and agents. The term “Sponsor” shall mean any company, partnership, firm, organisation or individual who pays a fee to sponsor and badge event activities for the purposes of promotion and shall include their employees, contractors, suppliers and agents. The term “Event” shall mean any exhibition or event run by the BMJ Publishing Group Limited (“BMJ”) and in particular shall mean the event detailed on the Exhibition Space & Sponsorship Form. The term ‘Venue’ shall mean any exhibition hall, conference facility, hotel or other such building and in particular shall mean the Venue listed in the Exhibition Space & Sponsorship Form and anywhere within the precincts of such location under the control of BMJ for the purposes and duration of the Event. The term ‘Contract’ shall mean the agreement which is formed by the acceptance of the booking in accordance with clause 3.

2. Venue terms and conditions – Exhibitors/ Sponsors must at all times adhere to the Venue’s terms and conditions and follow any reasonable instructions provided by the Venue and/or BMJ. The Venue’s terms and conditions will be sent to the Exhibitor/Sponsor as part of the booking pack and the Exhibitor/Sponsor agrees that any booking they make is subject to the Venue’s terms and conditions being agreed; in the event that the Exhibitor/Sponsor does not receive the Venue’s terms and conditions with the booking pack the Exhibitor/Sponsor will not book themselves into the Event until such terms and conditions are received from BMJ and agreed by the Exhibitor/Sponsor.

9. Event postponement or abandonment – BMJ expressly excludes any liability in respect of any actions, claims, losses (including without limitation consequential losses), damages, costs or expenses whatsoever which may be brought, suffered or incurred by the Exhibitor/Sponsor or its employees, sub-contractors or agents as a result of the prevention, postponement or cancellation of an Event or the Venue becoming wholly or partially unavailable for the running of the Event. BMJ will repay any fee paid by an Exhibitor/Sponsor in respect of a cancelled Event, and BMJ will repay any rental paid if a postponement to the Event means that it will no longer take place on the date envisaged and the Exhibitor/Sponsor doesn’t wish to attend the rescheduled Event. Save as detailed herein BMJ shall be under no liability to the Exhibitor/Sponsor in respect of any actions, claims, losses (including consequential loss), costs or expenses whatsoever which may be brought against or suffered or incurred by the Exhibitor/Sponsor as the result of the happening of any such events. If, at the sole discretion of BMJ, rearrangement or postponement of the period of the Event or by substitution of another hall or building or by any other reasonable manner the Event can be carried out, this Contract shall be binding upon the parties, except as to size and position of stands and sponsored workshops (and related activities), as BMJ may (as it considers necessary) make modifications, substitutions or rearrangements thereto. For the avoidance of doubt nothing within this clause limits or excludes BMJ’s liability for death or personal injury or any other matter for which liability cannot be limited at law.

10. Insurance and liability – The Exhibitor/Sponsor agrees and acknowledges that it is responsible for safeguarding its possessions,

3. Stand bookings & contracting – Bookings for stand space must be in writing on an Exhibition Space & Sponsorship Form. No application will be considered valid until such a signed document is received. On completion and submission of the Exhibition Space & Sponsorship Form and subsequent notification of acceptance by BMJ, a binding contract arises. BMJ reserves the right to refuse any application without assigning any reason.

4. Stand charges and payment – All Stand rental charges and sponsorship opportunities and services are based on the cost to BMJ of goods, materials, labour and transport, including the cost of conforming with obligations imposed by statute or government order ruling at the time when such prices were quoted. While every effort will be made to contain costs, in the Event of excessive increases in such costs before completion of work, the right is reserved by BMJ to make corresponding increases in charges. Payment is due 30 days from the date of the invoice, or seven days prior to the first day of the BMJ Careers Fair, whichever is the earliest. Failure to settle the invoice within these terms will leave your booking liable to cancellation, in order that BMJ has the opportunity to reassign the space or sponsorship opportunity to another party. No organisation will be permitted to attend the BMJ Careers Fair as an Exhibitor/ Sponsor if these terms are not fully adhered to.

5. Duration of Event – Exhibitors/Sponsor must refer to their exhibitor pack for confirmed opening, set up and breakdown times.

6. Subletting and sharing of stands – Exhibitors shall neither share nor sublet the whole or part of the stand allocated to them with another organisation without the written consent of BMJ.

7. Amendment of site plan and venue – Whilst every endeavour is made to preserve the published plan of the Exhibition or the location of the Venue,

materials and property during the Event. The Exhibitor/Sponsor shall be responsible and liable for all losses (including direct and consequential losses), damage, claims proceedings and demands arising out of injury to any person or damage to any property, materials or possessions by reason of the works, acts or omissions of the Exhibitor/ Sponsor, its employees, servants or agents and for any loss or damage (including without limitation consequential losses) caused to the Venue, fittings supplied within the cost of participation and to any third parties howsoever arising as a result of the acts or omissions (or failure to act) of the Exhibitor/Sponsor his employees, subcontractors or agents. BMJ expressly declines any responsibility for the safety of possessions, materials or property of the Exhibitor/Sponsor or their employees, contractors, suppliers and agents or any other person, for loss, damage, destruction by theft, fire or any other cause, save and except in all cases in this clause 10 for any death or personal injury caused by BMJ's negligence or as otherwise unable to be excluded by law. BMJ and its contractors exclude any liability by reason of a force majeure event including fire, storm, lightning, explosion, national emergency, war, terrorism, or threats of war or terrorism, labour disputes, strikes, lockouts, civil disturbance, inevitable accident, or for any other cause not within the control of BMJ whether of the same kind or not. As BMJ and its contractors will accept no responsibility for any of the foregoing matters, Exhibitor/ Sponsors should effect their own insurance against any risk of any loss, damage, injury or liability relating thereto.

11. Indemnity – The Exhibitor/ Sponsor hereby indemnifies BMJ against any loss, damages or expenses incurred or suffered by BMJ (including consequential loss which shall include but not be limited to loss of profit, loss of anticipated savings and other economic loss) as a direct result of an act or omission on the part of the Exhibitor/Sponsor in relation to the Contract.

BMJ shall be entitled to, vary the layout or change the Venue if it is believed by BMJ to be in the general best interests of the Exhibition, or for any reason beyond their control.

8. BMJ and Exhibitor/Sponsor cancellation – In addition to any rights contained within Clause 9, BMJ may immediately terminate an Exhibitors/Sponsors booking upon written notice to the Exhibitor/Sponsor in the event that a) the Exhibitor/ Sponsor materially breaches the terms of the Contract or b) that in BMJ 's sole discretion, it becomes aware that the Exhibitors/Sponsors attendance at the Event or BMJ's association with the Exhibitor/Sponsor may :i) bring it into disrepute, ii) require (or it being reasonably prudent to require) BMJ to incur additional costs by virtue of the Exhibitor's/Sponsor's attendance (which BMJ may alternatively opt to offer for the Exhibitor /Sponsor to pay in consideration for not terminating this Contract), iii) has or is likely to have the consequence of causing a demonstration or other form of unrest at or in close proximity to the Event or any BMJ premises before or after the Event. In the foregoing circumstances set out in b) of this clause 8, BMJ shall refund the fees paid by the Exhibitor/Sponsor to BMJ but shall not otherwise be liable for any costs, charges , fees or any losses howsoever the Exhibitor/Sponsor may suffer or incur as a direct or indirect result of BMJ's termination. An Exhibitor/Sponsor cancelling or reducing its booking after an official application has been accepted will be liable for payment of the total fee for the original booking.

12. Health and safety – It is the responsibility of the Exhibitor/ Sponsor to ensure that its contractors, employees and agents, comply with the latest legislation regarding the Health and Safety at Work requirements.

13. Promotional matter – All printed matter or advertisements of any kind intended for distribution in the Exhibition may only be distributed from the Exhibitor/Sponsor's stand and workshop space and shall not be distributed in any other location including within the building or in the neighbourhood of the entrance or exits. Exhibitor/Sponsors must not station any attendant in the gangways or place anything in or over them or upon any space other than that allocated to them. Attendants must not circulate through the Exhibition halls for promotional or delegate scanning purposes or use audible means of attracting the attention of visitors to the annoyance or inconvenience of other Exhibitor/Sponsors. Any promotional matter related to competitions, prizes, awards, gifts must first have been submitted to BMJ for approval. BMJ has the right to request withdrawal of any promotional material in any media or any promotional activity should this cause disturbance or annoyance or is objected to on the grounds of legality, decency or honesty.