

EXHIBITION BROCHURE

Firenze Fiera Congress and Exhibition Center - Fortezza Da Basso



29th WORLD LPG FORUM & 2016 AEGPL CONGRESS

15th-17th NOVEMBER 2016

FLORENCE

A BRIDGE TO THE FUTURE



www.worldlpgforum-aegpl2016.com

29th WORLD LPG FORUM & 2016 AEGPL CONGRESS Conference & Exhibition

The 29th World LPG Forum & 2016 AEGPL Congress will provide unprecedented value for attendees, exhibitors and visitors. It will bring together the best aspects of the World LPG Forum and the AEGPL Annual Congress representing two annual events rolled into one exceptional LPG conference and exhibition. If you only attend one event in 2016 make sure this is the one and **don't miss your chance to reach major industry stakeholders.**

The World LPG Forum

The World LPG Forum is THE premier annual global event for the LPG industry. This unique event travels the globe annually attracting key international agencies, policy makers, media and the highest level of industry leaders to explore the LPG business, discuss its growth potential and to forge new business relationships.

The AEGPL Congress

The AEGPL Congress is the event of the year for the European LPG industry, bringing together European and global LPG leaders, buyers and suppliers to Europe's biggest LPG conference and exhibition to discuss the latest opportunities and challenges facing the sector, to network and do business.

Italy – a Key Element of Europe's LPG Business

The Italian LPG market is one of Europe's most important with a strong heating sector and of course one of Europe's major and growing Autogas markets. Italy is home to several Autogas engine and conversion kit manufacturers, has a long-standing experience in Autogas technology and is home to numerous distributing and manufacturing companies.

The Italian LPG market has shown steady growth in the past few

years both in terms of consumption and production, making it the third largest LPG consumer and fourth largest producer in Europe

The Venue

Firenze Fiera Congress and Exhibition Centre is one of the largest convention centres in Italy and benefits from a unique city location, in the heart of Florence.

The Firenze Fiera Congress and Exhibition Centre features three primary venues including the Fortezza da Basso which will host the event. The Fortezza da Basso is a masterpiece of the Renaissance architecture. The fortress was built between 1534 and 1536 commissioned by Alessandro De' Medici, the first Duke of Florence. Since 1967, the Fortezza da Basso has been the main Congress and Exhibition Centre venue for Florence and is a remarkable place, combining perfectly restored historic locations.

The Fortezza da Basso is easily reachable and is a few steps from the Santa Maria Novella Railway Station, Piazza del Duomo and from the most important Florence landmarks and will contribute to making the 29th World LPG Forum & AEGPL Congress in Florence a spectacular success.

Welcome Aboard

The organisers and exhibitors have worked together to develop a unique and unforgettable experience for all delegates, visitors and exhibitors. Coffee breaks and lunches will be served within the exhibition guaranteeing additional interaction between all participants.

The **Welcome Reception** takes place every year and will be held the evening before the first opening day of the exhibition. This represents a unique networking opportunity to exchange ideas, share experiences and develop new connections.

The company contact details and profile of each exhibitor will be included in the **Exhibition Directory & Buyers' Guide**, which is distributed on site to each participant (delegates and visitors) as the road map for the event, and kept for business contact information afterward. Companies may also take advantage of various advertising opportunities in this guide to promote products and services and draw traffic to their booth.

LPG sectors represented:

- ✓ Engineering
- ✓ Safety equipment
- ✓ Equipment for production, transportation, storage and distribution
- ✓ Equipment for automotive fuel
- ✓ Equipment and facilities for industrial and domestic use of LPG

The Organisers



The World LPG Association (WLPGA) is the authoritative voice of the global LPG industry representing the full LPG value chain. The primary aim of the association is to support the sector through driving premium demand for LPG, while also promoting compliance to good business and safety practices.

The WLPGA brings together private and public companies involved in one, several or all activities of the industry, it develops long-term partnerships with international organisations, and implements projects on local and global scales.

The association was established in 1987 and granted Special Consultative Status with the United Nations Economic and Social Council in 1989.

The World LPG Association Vision

The WLPGA promotes the use of LPG worldwide to foster a cleaner, healthier and more prosperous world.



The European LPG Association (AEGPL) is the sole representative of the LPG industry at the European level, representing over 24 national LPG associations as well as distributors and equipment manufacturers from across Europe.

AEGPL's mission is to engage European decisionmakers in order to optimise the contribution that LPG – as a clean and immediately available energy source – can make to meeting Europe's energy and environmental challenges.

AEGPL maintains an ongoing dialogue with European policy-makers and stakeholders on a range of issues of importance to the industry, LPG end-users, and society as a whole.

It has thus developed a comprehensive **network of contacts with diverse organisations** such as the United Nations Economic Commission for Europe (UNECE), the European Council, Business Europe, European Trade Union Confederation (ETUC), CEN, ISO and a series of sector-specific associations involved in the development of energy policy.



The Exhibition

Why Should You Exhibit?

1 - Meet your Audience

This event offers your company the opportunity to meet over 2,000 international LPG professionals – and stand out.

2 - Strengthen Customer Relationships

Benefit from this opportunity to solidify contracts and invite your preferred customers to the Exhibition for free.

3 - Leverage Onsite Opportunities

It's always easier to sell your products, material or services when they are right in front of your customers.

4 - Develop your Network

Gain quality "face-time" with prospective clients and current customers.



5 - Carry out Research on the LPG Market

Surveys show that exhibitors gain a competitive edge for future marketing campaigns and products development.

6 - Keep up with your Competitors

Identify the latest offerings, pricing and marketing strategies of your competitors.

7 - Benefit from Media Coverage

The event attracts many industry and international media partners; take advantage of this opportunity and gain visibility.

Promotion Highlights

The promotion campaign for the 29th World LPG Forum & 2016 AEGPL Congress will be multi-faceted and will include:

- Direct marketing (via the event newsletter, event website, event mobile app, and social media campaign)
- Promotion at other industry events
- Media partnerships
- Various event publications (First Announcement, Conference Brochure, Final Program, Exhibition Directory & Buyers' Guide, etc.)

Industry and Media Partners are encouraged to actively take part in the promotion of the event.

The event secretariat can supply electronic files of the First Announcement, Conference Brochure, posters, banners and logos to support your own promotion activities.

The Exhibition Calendar

(Subject to change, timing to be confirmed)

26th WORLD LPG FORUM & 2013 AEGPL CONGRESS FACTS AND FIGURES

149
EXHIBITORS



Dr Kandeh K. Yumkella,
UN Sustainable Energy for All

33
MEDIA
PARTNERS

16
SPONSORS



The Rt. Hon Lord Deben,
UK Committee on Climate Change

"The 2013 World LPG Forum will be London's first major gathering of the Global LPG industry, and, no doubt, the first of many. London is a key world centre for industry and finance and the perfect venue for such major industry event. I am delighted to welcome the World LPG Forum to London and hope it is a fantastic success."

Boris Johnson
Mayor of London

IMPORTANT KEYNOTE SPEAKERS

- HRH The Princess Royal
- The Rt. Hon Lord Deben
- Dr Kandeh K. Yumkella



HRH The Princess Royal

2466
HIGH VALUE ATTENDEES* &
64
REPRESENTED
COUNTRIES

*Including delegates,
visitors, exhibitors

3000 SQUARE METERS OF
EXHIBITION

Set-Up & Deliveries

- Monday 14th November 2016
8:00am to 5:00pm
- Tuesday 15th November 2016
8:00am to 5:00pm

Exhibition Opening Hours

- Tuesday 15th November 2016
6:00pm to 7:30pm (Welcome Reception)
- Wednesday 16th November 2016
9:30am to 5:30pm
- Thursday 17th November 2016
9:30am to 5:30pm

Dismantling/Move-Out

- Thursday 17th November 2016
6:00pm to 11:00pm

Global Technology Conference

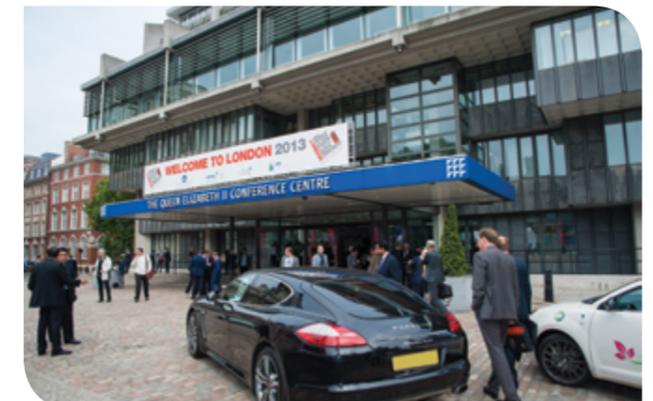
- (Free attendance for exhibitors)
- Tuesday 15th November 2016 - afternoon sessions

Conference Dates

- Wednesday 16th November 2016
- Thursday 17th November 2016

Social Events

- Welcome Reception in the Exhibition
- Tuesday 15th November 2016
6:00pm to 7:30pm
- Gala Dinner
- Wednesday 16th November 2016
7:30pm to 11:00pm



Booth Rates & Sizes (VAT excluded)

Please refer to the floorplan on page 7 and rates below for more information.

Booth Sizes	Space only	Shell scheme
6 square metres *	4,500€	6,500€
9 square metres **	5,670€	8,290€
Vehicles	Price per Vehicle	Discounted Price ¹
Indoor Small Space (Cars)	3,000€	2,700€

¹If you have a reserved booth you can benefit from a 10% discount to exhibit a vehicle.

*6 square metres (2 metres x 3 metres) **9 square metres (3 metres x 3 metres)

Reservations are taken on a first-come-first-served basis and act as a binding contract subject to cancellation policies. It is important to note three choices to facilitate the placement of your company.

WLPGA and AEGPL Members receive a 20% discount on the booth rate.

VALUE ADDED TAX (VAT): According to the European Tax Legislation, organisers of international exhibitions and service companies have to invoice all services with 22% Italian Value Added Tax (as per August 2016). Foreign companies (EU or non-EU) are, under certain conditions, entitled to a refund of VAT paid. Please contact the organising secretariat at exhibition@worldlpgforum-aegpl2016.com for more details.

Booth Specifications

Exhibitors can rent a space only or a **shell scheme** booth:

Space Only

Nothing will be provided but the exact floor measurements of the booth.

Shell Scheme

Booth package consists of a modular construction with:

- Booth structure (Height: 2.50 metres)
- 1 booth sign
- Spotlights
- 1 counter
- 2 stools
- 1 waste basket
- Carpet (Colour will be confirmed in the technical manual)
- Standard electricity power supply

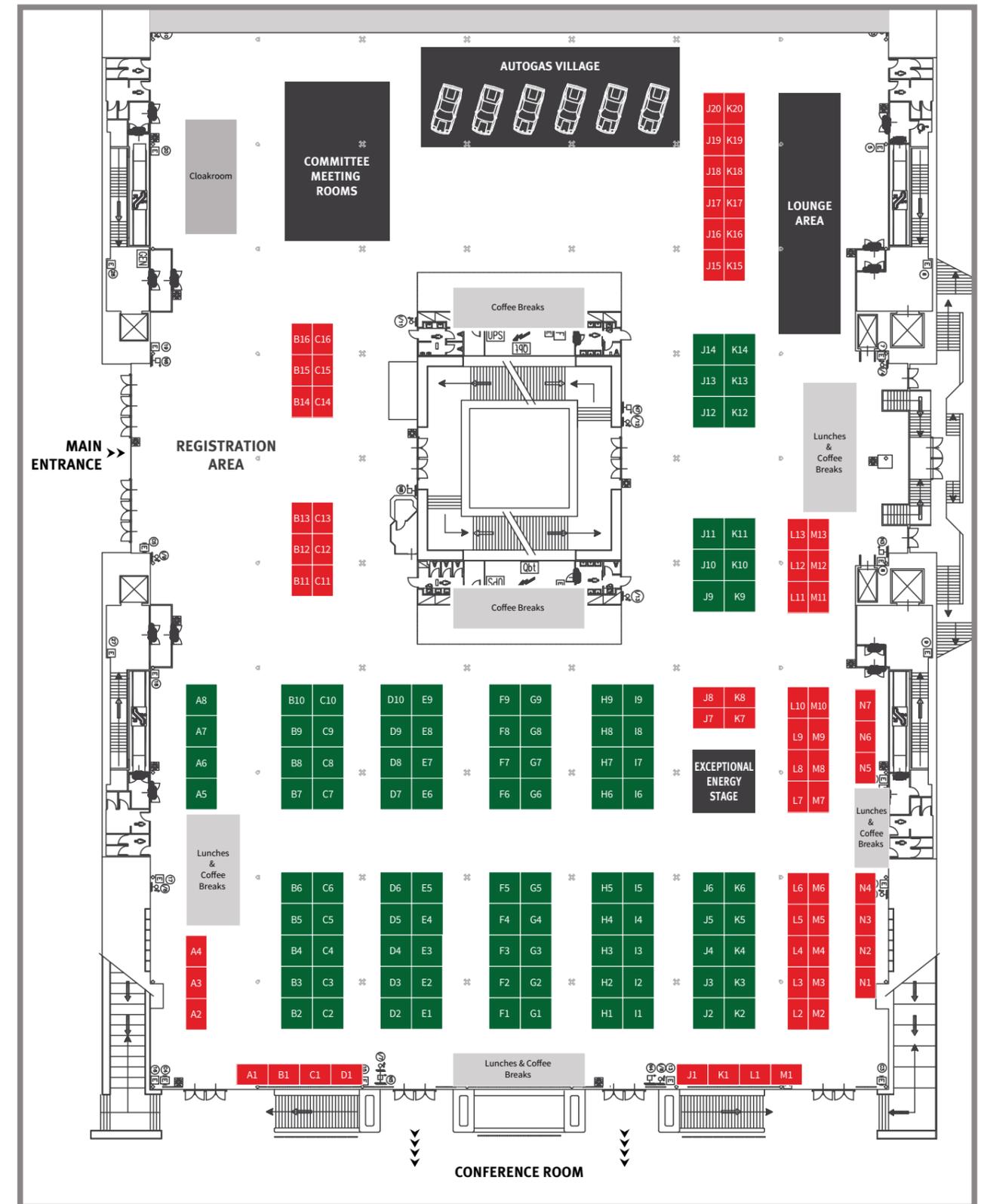


Building Height

The maximum building height is 2.50 metres.

Exhibition Floor Plan*

PADIGLIONE SPADOLINI Piano Terra



* Subject to change.

Booths of 6 sqm (3m x 2m)

Booths of 9 sqm (3m x 3m)

Your Benefits & Services

Benefits Included in your Booth Package:

- Free lunches and coffee breaks served in the exhibition.
- Welcome Reception attendance for free.
- Publication of company profile and details in the Exhibition Directory & Buyers' Guide.
- Exhibition e-invitation (PDF).
- Banners and logo of the event to use in your company emails and on your website.
- Access to an online dedicated exhibitors' space.

The organisers will promote the 29th World LPG Forum & 2016 AEGPL Congress and the exhibition at different industry events all over the world, via media partnership agreements and via a social media campaign.

The exhibitors' list will be communicated in the Conference Brochure, Final Programme, and Exhibition Directory & Buyers' Guide and will also be available on the event website and the mobile app.

For WLPGA & AEGPL Member Companies Only:

- A two week priority reservation opportunity before booth sales open to non-members.
- A discount of 20% on the total exhibition rental fee.
- Member companies are highlighted within the Exhibition Directory & Buyers' Guide with their company logo.
- Indication of membership on the booth in the exhibition.
- Complimentary ad-hoc meeting room available. Please note that the use of this meeting room is limited to one hour per day per member company (*contact the Organising Secretariat for booking at exhibition@worldlpgforum-aegpl2016.com*).

Services Included In Your Booth Package:

- Information and coordination services during the set-up and dismantling of booths, and during the exhibition opening hours.
- Caretaking of public areas (*individual booth cleaning not included*).
- Surveillance of the exhibition premises (*booths are not covered individually*).

Don't Miss the Opportunity to:

- Register to conference sessions at a reduced fee.
- Buy an advertisement in the Exhibition Directory & Buyer's Guide at a discounted rate.
- Book your hospitality suite at a special price.
- Book a slot at the Exceptional Energy Stage.
- Get information about possible branding opportunities exhibition@worldlpgforum-aegpl2016.com

More details and conditions on the benefits and services will be outlined in the Exhibitor Technical Manual due September 2016.

Exceptional Energy Stage



The Exceptional Energy Stage will be located in a dedicated space in the heart of the exhibition area. You will be able to showcase new projects, technologies, products or services during a 20 minute presentation to a targeted audience composed of leaders and decision makers from around the globe. You will enjoy high-quality exchanges in this privileged environment dedicated to your company.

The package includes: a screen, wireless microphones, sound system and standard **IT/organisational support**.

For booking and information please contact Ms. Camille Pieron at cpieron@wlpga.org.

Optimise your Return on Investment

Identify your booth visitors in an easy way – rent a badge scanner

Scan the electronic badges of participants visiting your booth and retrieve the full contact details directly on your computer.

What is the added value?

- More efficient follow-up with your contacts and prospects.
- Best market evaluation.
- No more waste of time for your sales team to collect participants' data during the event.



Your Booth is just the Beginning

Check out Sponsorship & Advertising Opportunities

The event offers a wide variety of marketing opportunities designed to help you connect with international LPG experts.

- **Insert a company advertisement in the Exhibition Directory & Buyers' Guide** which is distributed to each participant during the event. This helps your customers to find you at the event, and allows you to detail your products and services.
- **Raise your company's visibility: Become a sponsor of the 29th World LPG Forum & 2016 AEGPL Congress.**

Check out the wide range of sponsorship and advertising opportunities available to your company.

www.worldlpgforum-aegpl2016.com

- ✓ **Enhance your presence & visibility**
- ✓ **Catch visitors' attention**
- ✓ **Solidify a strategic position in the LPG market**

Exhibition Rules & Regulations

Applications

In order to be valid, Exhibition, Sponsorship, and Advertising application form(s) are to be sent to Mr Stéphane Laurens or Mr Charles-Edgar Tallut at exhibition@worldlpgforum-aegpl2016.com or by FAX to **+33 (0) 1 53 85 82 83**. The application form(s) must be signed for the reservation(s) to be taken into account. The signature of the application form(s) constitute a firm hire commitment and compel the subscriber to accept both the general conditions and the exhibition rules and regulations. A total invoice will be sent upon receipt of the reservation form and a deposit of 50% will be due upon receipt of this invoice. No verbal or telephone agreement will commit MCI France nor the Organising Committee unless confirmed in writing. The remaining subscription fee is to be settled by 1st October 2016 at the latest. Non-payment by this stated deadline will lead to the cancellation of the right to use the booth, and without reimbursement of the deposit paid. Site allocations will be attributed in order of reservation arrival and are subject to the full payment and the agreement of MCI France and the Organising Committee. Once locations have been assigned, no change of location will be possible without MCI France's written agreement.

In all cases, all payments must be received by the organisers prior to the event. No exhibitor will be allowed to begin move-in operations nor be listed as an exhibitor in the onsite publications until full payment is received by the organisers.

The Exhibition floor plan presented in this document is a non-contractual one. It is subject to acceptance by the Italian Authorities and its official Fire & Safety Services. MCI France reserves the right to change if deemed advisable, the location, importance and layout of the surfaces requested by the exhibitor. In the event of litigation, jurisdiction falls under the Paris Law Courts alone.

Acceptance of Applications

The organisers reserve the right to refuse applications from companies not meeting standard requirements or expectations, or for any other reasons and reserve the right to curtail or close exhibits, wholly or in part, that reflect unfavorably on the character and purpose of the meeting.

Payment

World LPG Communication SARL (VAT N° FR 90421213 893, headquartered at **182, Avenue Charles de Gaulle – 92200 Neuilly-sur-Seine, France**) has given mandate to MCI France for the organisation of the 29th World LPG Forum & 2016 AEGPL Congress and therefore to act and receive the fees on its behalf. Payments must be made in Euros (€):

By bank transfer to the order of WLPGA - AEGPL 2016/MCI FRANCE:
Agency: CREDIT LYONNAIS – Direction Entreprise – 19 Boulevard des Italiens – 75002 Paris
Bank code: 30002 – Sort Code: 05666
Account number: 000 006 0490S – KEY: 87 IBAN: FR05 3000 2056 6600 0006 0490 S87 – SWIFT: CRLYFRPPXXX

(For any bank transfers you must indicate the reason for the payment on the transfer form, eg sponsorship, booth payment, advertising etc.)

We also accept the following credit cards:
VISA, MASTERCARD, EUROCARD, and AMERICAN EXPRESS.

Relocation Payment Process (applicable for exhibitors relocating from Istanbul to Florence)

Upon receipt of the relocation booth reservation form and confirmation of the booth location with MCI France, a credit note will be issued for the full amount of the Istanbul booth reservation. The amount already received for Istanbul participation will be retained. A new invoice of the full amount including VAT due for Florence will then be sent mentioning the balance to be paid by 1st October 2016.

Cancellation Conditions

(Applicable to Sponsorship, Advertising, and Exhibition)

- 50% of the agreed amount due if the cancellation is made before 1st October 2016
- 100% of the agreed amount due if the cancellation is made after 1st October 2016

After exhibition space, sponsorship or advertising have been confirmed, a reduction in space or any other kind of modification is considered as a cancellation and will be governed by the above cancellation policy. Reduction in space can result in relocation of exhibit space at the discretion of the organisers. Likewise, and especially in case of risk of harm to any person's security (and independently from any case of force majeure), the event organisers reserve the right to change the event location and, if necessary, to move the event to another country than the one initially planned. The cancellation conditions still shall apply and the event organisers strongly recommend that exhibiting companies take out adequate insurance cover for cancellation.

Local and Site Regulations

Exhibitors shall abide by the local and site regulations with respect to law and order, safety and security. The organisers will take appropriate action against those who do not comply with the regulations. The organisers have the authority to demand removal/change of any structure which is not in accordance with the event rules or cancel participation. The decision of the organisers will be final and binding.

Entry to the Exhibition

Access to the exhibition will only be possible to registered conference participants, exhibition participants and visitors. To attend any event session, participants must register as delegates and pay the appropriate registration fee.

Sharing of Booth

Exhibitors are not permitted to share any booth space allotted to them with other exhibitors without prior written consent of the organisers.

Insurance

The signatory renounces the right to take recourse against the organisers or against the owners of the premises and undertakes to underwrite insurance policies covering all the risks incurred by the material exhibited (theft, damage, etc) along with public liability covering the permanent or occasional staff employed by the company, present at the event. In any case, the insurance protection will NOT be given to the exhibitors by the organisers.

Force Majeure

The event organisers cannot be held liable for any hindrance or disruption of Event proceedings arising from political, social, health or economic events or any other unforeseen incidents beyond their control. The Event cancellation conditions shall apply in any case. These conditions apply to Registration fees as well as Exhibitions, Sponsorship and Advertising sales.

The event organisers strongly recommend that Exhibiting companies obtain adequate cover for cancellation travel, health, accident and cancellation insurance before they depart from their countries.

VISA AND DOCUMENTATION REQUIRED TO TRAVEL TO ITALY

Entry and visa information is available at:

www.vistoperitalia.esteri.it/home/en

It is recommended that you plan your travel in advance and that you apply for your visa early, should you need one. The organisers are NOT responsible for arranging visas. However, should you need an official invitation letter for visa application purposes, you may contact the Organising Secretariat who will be able to provide this info@worldlpgforum-aegpl2016.com. No exhibition and registration fee refunds will be issued for cancellation or non-attendance due to failure to obtain a visa.

The event organisers will accept no liability for personal injuries sustained by or for loss or damage to property belonging to Exhibiting companies and their representatives either during or as a result of the event.

Press Conferences

Press conferences organised by the industry may only be organised at times specified by the event organisation. The organisers must be notified of any planned press conferences and all journalists must be officially registered to attend the event.

Promotion Onsite

Promotion onsite (at the event) must be limited to the confines of the exhibit space, and/or to the meeting rooms rented by the sponsor/exhibitor. It is completely forbidden to distribute any documents/gifts or any other type of goods in the common areas of the event to promote your company. The organisers reserve the right to close their booth if the company is also exhibiting at the event.

Companies holding any type of event outside the Conference centre without authorisation will see their participation automatically cancelled without any reimbursement.





29th WORLD LPG FORUM & 2016 AEGPL CONGRESS

15th-17th NOVEMBER 2016

FLORENCE

CONTACTS & DETAILS

ORGANISING SECRETARIAT

29th World LPG Forum & 2016 AEGPL Congress Organising Office c/o:
MCI France 24 rue Chauchat – 75009 Paris, France
www.worldlpgforum-aegpl2016.com
Phone: + 33 (0) 1 53 85 82 65
Fax: +33 (0) 1 53 85 82 83

For Exhibition Logistics & Invoicing:

Contact: **Mr. Charles-Edgar Tallut & Mrs. Emilie Coelho**
exhibition@worldlpgforum-aegpl2016.com

For Exhibition, Sponsorship & Advertising Sales:

Contact: **Mr. Stéphane Laurens**
exhibition@worldlpgforum-aegpl2016.com

For General Information:

Contact: **Mr. Jeffrey Roussey**
info@worldlpgforum-aegpl2016.com

For Registration, Accommodation and Invitation Letters for VISA applications:

registration@worldlpgforum-aegpl2016.com

ORGANISERS

World LPG Communication SARL, World LPG Association (WLPGA)
182, avenue Charles de Gaulle – 92200 Neuilly sur Seine, France
www.wlpga.org

Contact: **Mrs. Esther Assous**
eassous@wlpga.org
Mr. Antonio Costa
antonio.costa@aegpl.be

The host organisers have entrusted MCI France with the general organisation and logistics of the exhibition for the 29th World LPG Forum & 2016 AEGPL Congress.

