



**International BtoB Meetings  
for the Railway Industry  
December, 9 – 10. 2020  
Valenciennes Congress Center - France**

**EXHIBITOR APPLICATION FORM**

This form is very important as the provided information on your technologies and capabilities will make up your profile in the online catalogue.

A confirmation will be sent to you with an ID that would let you log into the system, edit your details, add a logo, select contacts.

**COMPANY DETAILS**

**COMPANY NAME :** .....

- ◆ Address : .....
- ◆ Postcode : ..... ◆ Town / City : ..... ◆ Country : .....
- ◆ Phone : ..... ◆ Fax : ..... ◆ Email : .....
- ◆ Website.....
- ◆ Year of foundation : ..... ◆ Turnover (In Millions of Euros) : ..... ◆ Number of employees : .....
- ◆ % of Export : ..... ◆ Export area(s) : .....
- ◆ Group affiliation : ..... ◆ Group nationality : .....
- ◆ Member of a trade association or organization: .....

**PARTICIPANTS CONTACT DETAILS**

**Delegate 1** *(The person to whom the organizer will send all documents and files)*

- ◆ Title : ..... ◆ First name : ..... ◆ Last name : .....
- ◆ Job title : ..... ◆ Mobile phone : .....
- ◆ Direct phone : ..... ◆ Fax : ..... ◆ E-mail : .....

**Delegate 2** *(The person to whom the organizer will send all documents and files)*

- ◆ Title : ..... ◆ First name : ..... ◆ Last name : .....
- ◆ Job title : ..... ◆ Mobile phone : .....
- ◆ Direct phone : ..... ◆ Fax : ..... ◆ E-mail : .....

**Delegate 3** *(The person to whom the organizer will send all documents and files)*

- ◆ Title : ..... ◆ First name : ..... ◆ Last name : .....
- ◆ Job title : ..... ◆ Mobile phone : .....
- ◆ Direct phone : ..... ◆ Fax : ..... ◆ E-mail : .....

**Delegate 4** *(The person to whom the organizer will send all documents and files)*

- ◆ Title : ..... ◆ First name : ..... ◆ Last name : .....
- ◆ Job title : ..... ◆ Mobile phone : .....
- ◆ Direct phone : ..... ◆ Fax : ..... ◆ E-mail : .....

**Administrative follow-up**

- ◆ Title : ..... ◆ First name : ..... ◆ Last name : .....
- ◆ Job title:..... ◆ Mobile phone : .....
- ◆ Direct phone : ..... ◆ Fax : ..... ◆ E-mail : .....
- ◆ Address (no PO boxes accepted) : .....
- ◆ Postcode : ..... ◆ City : ..... ◆ Country : .....
- ◆ Other useful information : .....



**Please return the completed form by mail, fax or email:**  
**Rail Industry Meetings:** advanced business events- E-mail: rim@advbe.com  
35-37, rue des Abondances - 92513 Boulogne cedex - France  
Tél : +33 1 41 86 41 10  
SAS au capital de 50 000 euros – Siret : 515 013 506 00024 - NAF 8230Z



**Invoicing details: (required)**

- ◆ Company : ..... ◆ Registration N° : .....
- ◆ \*VAT N°:.....
- ◆ Title : ..... ◆ First name :..... ◆ Last name : ..... ◆ Department :.....
- ◆ Address : .....
- ◆ PostCode : ..... ◆ City : ..... ◆ Country :.....
- ◆ Direct phone : ..... ◆ Fax : ..... ◆ E-mail : .....

**\*Additional Information (Compulsory)**

- a) Your company is registered in France, so French VAT is due
- b) Your company belongs to European Union, and is outside France, VAT is not applicable (you will have to auto declare your VAT to your own fiscal authorities). Please indicate the VAT number of the entity which will be billed.
- c) Your company is outside Europe, VAT is not applicable.

**1. OUR PROFILE:**

- Engineering, design, R&D enterprises
- Small and medium-sized enterprises
- Very small enterprises
- Major companies
- Other (Precise) : .....
- Research centers
- Laboratories
- Consulting
- University / Graduate School

**2. OUR ACTIVITIES:**

.....

.....

.....

Do you have an internal engineering and design department?  Yes  No

Please indicate your Quality standard certifications e.g. ISO qualification: .....

**3. FOREIGN MANUFACTURING SITE(S) :**

.....

.....

.....

**4. NATURE OF PARTICIPATION:**

◆ Our offer		◆ Our business needs	
<input type="checkbox"/> Sub-contracting <input type="checkbox"/> Products <input type="checkbox"/> Know-how <input type="checkbox"/> Services <input type="checkbox"/> R & D partnership	<input type="checkbox"/> Licenses / Technologies <input type="checkbox"/> Commercial representation <input type="checkbox"/> Common research programs <input type="checkbox"/> Engineering	<input type="checkbox"/> Purchasing <input type="checkbox"/> Design <input type="checkbox"/> Production <input type="checkbox"/> Commercial <input type="checkbox"/> Sub-contracting	<input type="checkbox"/> Quality <input type="checkbox"/> Technology <input type="checkbox"/> Engineering <input type="checkbox"/> Manufacturing, industrialization <input type="checkbox"/> Preliminary engineering <input type="checkbox"/> Research & Development
<input type="checkbox"/> Other (specify) : ..... ..... .....		<input type="checkbox"/> Other (specify) : ..... ..... .....	

**5. SERIE / PRODUCTION**

- Prototyping
- Small series
- Medium series
- Large series



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## 6. PRODUCTS AND SERVICES OFFERED:

- Studies & Development
- Design / 3D modeling
- Calculation & dimensioning
- Design
- Eco-design
- Expertises
- Additive Manufacturing
- Software
- Virtual prototyping
- Simulation
- Other (Precise):

### Composites

- Compression SMC/BMC
- Drape forming
- Filament winding
- Continuous impregnation
- Vacuum injection
- Contact and projection Molding
- Polymerization
- RTM - Resin Transfer Molding
- Sandwich Structure
- Thermoplastic welding
- Machining – Assembly
- Other (Precise):

### Energy and Power / Electric / Electronics

- Technologies for harsh environments
- Batteries
- Electric cabling
- Electronic cabling
- Rugged Embedded Computer Board
- Sensors
- Electronic cards
- Printed circuit board
- Connectors
- Converters, transformer
- Power electronics
- Control electronics
- Artificial intelligence – AI
- Hydrogen
- Energy storage systems and management
- Micro / Nanotechnologies
- Modeling, simulation, calculations
- Connected systems
- Embedded systems
- Interconnection systems
- Electrical transmissions
- Other (Precise):

### Tests, trials and control

- Control, measurement, instrumentation
- Test-stand
- Diagnostic equipment
- Trials and tests
- Other (Precise):

### Industrial data processing & Software

- Data acquisition
- Calculators
- Digital imagery
- Software
- Modeling, simulation, calculations
- Wireless technologies
- Information processing
- Digital transmission
- Other (Precise):

### Materials

- Rubber and elastomers
- Ceramics
- Composites
- Insulation materials
- Metallic materials
- Polymers
- Technical textiles
- Glass
- Vegetable fiber
- Other (Precise):

### Mechanics and metals

- Bar turning
- Cutting / Drawing
- Foundry
- Heating-forge
- Mechanics
- Precision mechanics
- Mechanized welding
- Sheet metal working
- Surface treatments
- Heat treatments
- Machining
- Other (Precise):

### Mechatronics

- Actuators
- Automatism
- Sensors
- Electromechanical components and systems
- Man-machine interface
- Robotization
- Control-command system
- Data processing
- Other (Precise):

## Plastics

- Assembly of parts
- Boilermaking
- Extrusion
- Additive Manufacturing
- Injection
- Micro-injection
- Micro / Nanotechnologies
- Plastics moulding
- Over moulding
- Thermoforming
- Turning
- Machining
- Other (Precise):

## Transmission systems and equipment

- Pneumatic material
- Engines
- Traction motors
- Bearings
- Electronic driving system
- Electrical transmission system
- Hydraulic driving system
- Hydraulic transmission system
- Mechanical transmission system
- Pneumatic transmission system
- Other (Precise):

## Maintenance, repair, engineering & project management

- Project supervision assistance
- Advice and expertise
- Design and feasibility studies
- Training
- Equipment engineering and transport systems
- Design and integration engineering
- Maintenance engineering
- Rolling stock, systems and services maintenance
- Global supervision assistance
- Project management
- Vehicles repair and refurbishment services
- Other (Precise):

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## 7. APPLICATIONS IN THE RAILWAY INDUSTRY:

### 1. Infrastructures

#### 1.1. Railway exploitation

- Catenaries
- Tracks security equipments
- Electrified lines, traction power supply systems installations
- Access equipment
- Traffic management and regulation
- Communication systems for the railway operation
- Measurement, monitoring, and registration systems
- Railway civil engineering
- Railway tracks
- Other (Precise):

#### 1.2. Signalling

- Cable ducts
- Remote control equipments
- Operating control engineering
- Acoustics protection
- Communication technology
- Railway Control systems
- Speed control systems
- Level crossing systems
- Signalling systems
- Space train control systems
- Referral systems
- Other (Precise):

#### 1.3. Maintenance

- Track maintenance
- Maintenance of railway traction sub-stations
- Power-supply system maintenance
- Catenaries maintenance
- Telecommunications maintenance
- Signalling systems maintenance
- Other (Precise):

### 2. Rolling stock

#### 2.1. Vehicles

- High-speed train
- Regional Train
- Underground
- Tramways
- Freight train
- Freight traction units
- Tracks maintenance equipment
- Special vehicles
- Other (Precise)

#### 2.2. Tractive stock

- Auxiliaries (chilling, ventilation,...)
- Electrical and electronic components
- Current-collection installations
- Propulsion systems
- Vehicle control systems
- Autonomous drive train (diesel engine)
- Electrical drive train (synchronous and asynchronous motors)
- Hydrail
- Auxiliary power supply units
- Other (Precise)

**2.3. Vehicle structure**

- Bumpers
- Bogies
- Cables and accessories for the rolling stock
- Body
- Axels
- Walls
- Acoustics protection
- Wheels

- Couplings systems
- Door systems
- Suspension systems
- Braking systems and equipments
- Shock absorbers
- Roofing
- Other (Precise):

**2.4. Vehicle maintenance & renovation**

- Maintenance workshop
- Inspection devices and systems
- Lifting devices for tracked vehicles
- Testing devices and systems
- Measuring equipment and systems
- Axels maintenance
- Predictive maintenance
- Wheel force measurement systems

- Corner force measuring equipment
- Replacement tasks
- Disposal systems
- Exhaust systems
- Bogie testing plants
- Varnishing devices
- Other (Precise):

**3. Embedded equipment**

- Sensors and instrumentation
- Energy conversion
- Cyber security
- Automation equipment
- Vehicle tracking and localization systems
- Driver's control / command and control systems
- Connected systems
- Embedded systems

- Electrical and intermediary interlocking systems
- Security and safety systems
- Automatic stop and operating systems for trains
- Integrated operations control systems
- Telecommunications
- Data transmission
- Other (Precise):

**4. Railway vehicle interior**

- Picture window and glazing
- Corridors
- Air-conditioning, air ventilation, air climatisation systems
- Lights
- Travel catering
- Insulation and fire protection
- Carpet and flooring
- Floor
- Switch-boarding area
- Luggage rack

- Interior and exterior doors
- Platforms
- Ceiling
- Interior design
- Seat materials and systems
- Toilet systems
- Information and advertising systems
- Entertainment systems
- Tables
- Other (Precise):

**8. MORE INFORMATION ABOUT US:**

**Business and technical references:**

.....  
 .....

**Obtained or in progress certifications:**

.....  
 .....

**9. FOCUS ON A MAIN PRODUCT/SERVICE OR AN INNOVATIVE PRODUCT/SERVICE :**

.....  
 .....

**10. PARTNERSHIP : To supplement our range of products and skills, we are looking for partners in following domains:**

.....  
 .....



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## **PARTICIPATION CONDITIONS**

### **SILVER PACKAGE: 1 company – 1 delegate – 4 sqm**

**€ 2 950 excl. VAT**

#### **The Silver Package includes:**

- ✓ **Access for one person**
- ✓ **A personalized 2-day schedule of pre-planned BtoB meetings** based on your choices and the companies who will have chosen you
- ✓ **One 4 sqm booth (2x2), fully equipped** with spot lights, 1 table, 3 chairs, 1 company name sign, 1 power point/supply, carpet
- ✓ **A detailed company profile** in the RAIL INDUSTRY MEETINGS 2020 catalogue
- ✓ The RAIL INDUSTRY MEETINGS 2020 catalogue, available online in PDF format.
- ✓ Coffee bar access on December, 9<sup>th</sup> and 10<sup>th</sup> (hot and cold drinks served)
- ✓ Lunches, catered on December, 9<sup>th</sup> and 10<sup>th</sup> (hot and cold drinks included) and cocktail on December, 9<sup>th</sup>
- ✓ **40 “sponsorship” invitations** for your prospects. Rail Industry Meetings arranges their accommodation and catering during the event.
- ✓ Access to all conferences
- ✓ The assistance of the RAIL INDUSTRY MEETINGS team during the event to increase its efficiency.



### **GOLD PACKAGE: 1 company – 2 delegates – 6 sqm**

**€ 3 570 excl. VAT**

#### **The Gold Package includes:**

- ✓ **Access for two persons**
- ✓ **A personalized 2-day schedule of pre-planned BtoB meetings** based on your choices and the companies who will have chosen you
- ✓ **One 6 sqm booth (3x2), fully equipped** with spot lights, 1 table, 3 chairs, 1 company name sign, 1 power point/supply, carpet
- ✓ **A detailed company profile** in the RAIL INDUSTRY MEETINGS 2020 catalogue
- ✓ The RAIL INDUSTRY MEETINGS 2020 catalogue, available online in PDF format
- ✓ Coffee bar access on December, 9<sup>th</sup> and 10<sup>th</sup> (hot and cold drinks served)
- ✓ Lunches, catered on December, 9<sup>th</sup> and 10<sup>th</sup> (hot and cold drinks included) and cocktail on December 9<sup>th</sup>
- ✓ **40 “sponsorship” invitations** for your prospects. Rail Industry Meetings arranges their accommodation and catering during the event.
- ✓ Access to all conferences
- ✓ The assistance of the RAIL INDUSTRY MEETINGS team during the event to increase its efficiency.



### **PLATINIUM PACKAGE: 1 company – 2 delegates – 12 sqm**

**€ 4 900 excl. VAT**

#### **The Platinum Package includes :**

- ✓ **Access for two persons**
- ✓ **A personalized 2-day schedule of pre-planned BtoB meetings** based on your choices and the companies who will have chosen you
- ✓ **One 12 sqm booth (4x3), fully equipped** with spot lights, 2 tables, 6 chairs, 1 company name sign and panel, 1 power point/supply, carpet
- ✓ **A detailed company profile** in the RAIL INDUSTRY MEETINGS 2020 catalogue
- ✓ The RAIL INDUSTRY MEETINGS 2020 catalogue, available online in PDF format
- ✓ Coffee bar access on December, 9<sup>th</sup> and 10<sup>th</sup> (hot and cold drinks served)
- ✓ Lunches, catered December, 9<sup>th</sup> and 10<sup>th</sup> (hot and cold drinks included) and cocktail on December, 9<sup>th</sup>
- ✓ **40 “sponsorship” invitations** for your prospects. Rail Industry Meetings arranges their accommodation and catering during the event.
- ✓ Access to all conferences
- ✓ The assistance of the RAIL INDUSTRY MEETINGS team during the event to increase its efficiency.



### **EXTRA DELEGATE:**

**€ 350 excl. VAT**

- ✓ Unrestricted access to all workshops and conferences
  - ✓ Coffee bar and cocktail access, lunches, catered on December, 9<sup>th</sup> and 10<sup>th</sup> (hot and cold drinks included)
- No additional schedule of meetings.

### **ADDITIONAL COMPANY PROFILE :**

**€ 450 excl. VAT**

An opportunity to show special capabilities of a partner or a company division in our online catalogue. This will not grant an additional schedule of meetings but will make it possible to add requested and validated meetings in the initial schedule.

### **WORKSHOP:**

**€ 600 excl. VAT**

A 40-minutes “Technology Workshop” must focus on one of your specific capabilities that has applications in various sectors. You must submit a 5-10 line abstract for the organization to approve it. Note that we reserve the right to reject your request should we deem it irrelevant. If your workshop is validated we'll commit to circulating the abstract through the online catalog and providing adequate facility at the event.



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**SPONSORING / COMMUNICATION:****From € 600 excl. VAT**

We offer you several options to promote your company and enhance your expertise from all participants.

▣ **Communication partnership..... € 600 excl. VAT**

Your company logo on the event official website and on the event floor plans during the manifestation.

▣ **Your company booklet in the event welcome kit..... € 1.000 excl. VAT**

Your booklet (4 pages maximum, A4 form maximum, provide us 600 booklets) in the welcome kit distributed to all the participants.

▣ **Your company advertising spot.....€ 1.000 excl. VAT**

Your logo or advertising spot (no sound, 30 seconds maximum) will be played non stop on screens located in many areas of the manifestation.

▣ **Badge Lanyards (Exclusive).....€ 2.000 excl. VAT**

More than 500 attendees are expected at the event. Every attendee will receive a badge and the lanyard. Provide us 600 lanyards with your company name/logo.

▣ **>Delegate Bags (Exclusive).....€ 1.500 excl. VAT**

The official bag will be available to all professional visitors and exhibitors attending the exhibition. As exclusive sponsor of the official bag, provide us 600 bags with your corporate message, which will deliver extensive brand awareness amongst visitors.

▣ **Welcome kit (Exclusive).....€ 1.500 excl. VAT**

Each participant will get a welcoming kit (badges, B to B schedule, welcoming letter, floor plan, program, etc...). This welcoming kit will allow you a great visibility (provide us 600 folders or briefcases).

**IMPORTANT NOTE:** All requests are subject to validation by Advanced Business Events. Your sponsorship will become effective upon the latter approval.

## PURCHASE ORDER RAIL INDUSTRY MEETINGS 2020

### Coordonnées de facturation (OBLIGATOIRE) :

Company name : .....  
N° TVA : .....  
Job title : ..... Name : ..... First name : .....  
Address : .....  
Code postal : ..... City : ..... Country : .....  
Tel : ..... E-mail : .....

### ORDER CONFIRMATION

- SILVER PACKAGE .....€ 2 950 excl. VAT  
 GOLD PACKAGE .....€ 3 570 excl. VAT  
 PLATINIUM PACKAGE .....€ 4 900 excl. VAT  
 EXTRA DELEGATE .....€ 350 excl. VAT x = € ..... excl. VAT  
 ADITIONNAL COMPANY PROFIL .....€ 450 excl. VAT x = € ..... excl. VAT  
 WORKSHOP .....€ 600 excl. VAT  
 SPONSORING :  
 Communication partnership.....€ 600 excl. VAT  
 Booklet in the event welcome kit.....€ 1.000 excl. VAT  
 Advertising spot.....€ 1.000 excl. VAT  
 Badges Lanyards .....€ 2.000 excl. VAT  
 Delegate Bags .....€ 1.500 excl. VAT  
 Welcome kit.....€ 1.500 excl. VAT

Total due: .....

Deposit (60 %): .....  
**(Compulsory to confirm your registration)**

#### *You can pay by:*

- check payable to: advanced business events
- credit card (arrange a telephone call with us and we'll process your visa or master card)
- wire transfer to the bank account below (send us a copy of the receipt by email)

\* Downpayment is Excluding VAT for non french companies.

The total amount due must be paid in full upon receipt of the invoice.

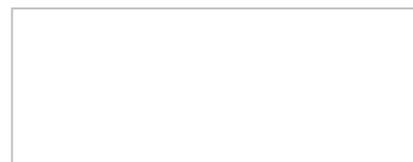
**Bank : BNP PARIBAS PARIS-CENTRE  
AFFAIRES  
Bank Address : 8- 10 avenue Ledru Rollin  
- 75012 Paris, France  
IBAN: FR76 3000 4008 0400 0107 2835 736  
SWIFT/BIC : BNPAFRPPXXX**

I, the undersigned .....acting as .....  
for the..... company, understand and agree to the terms and  
conditions of RAIL INDUSTRY MEETINGS 2020 appearing at the end of this form.

Date: ..... In: .....

Signature:

Company Stamp:



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# RAIL INDUSTRY MEETINGS 2020 – GENERAL TERMS & CONDITIONS

**Event name:** Rail Industry Meetings 2020

**Date:** 9-10 December 2020

**Location:** Valenciennes Congress Center

**City, Country:** Valenciennes – France

**1/ ORGANIZATION** The Event is organized by abe - advanced business events, a limited company with a stated capital of 50000 Euros, whose registered head office is located at 35/37 rue des Abondances - 92513 BOULOGNE-BILLANCCOURT CEDEX - France, hereafter referred to as the Organizer.

## **2/ PURPOSE**

This agreement stipulates the terms and conditions, under which the Organizer sets up and runs the Event. This agreement highlights the rights and obligations of both the Organizer and the signing company, hereafter referred to as the Participant. By signing this agreement, the Participant formally agrees to abide by these terms and conditions.

**3/ PLACE AND DATE** The Event will be held at the Place and Date indicated here above. The Organizer may cancel the Event or change the Place and Date, should the Place be rendered unavailable, in case of force majeure or act of God. In such an event, no compensation or refund shall be due to the Participant. However, the Organizer shall inform the Participant about the new Date and Place in writing and guarantee the Participant's participation in the rescheduled Event at no additional cost.

## **4/ REGISTRATION, CANCELLATION, PAYMENT**

- Any company or organization is allowed to attend the Event provided its delegates have relevant knowledge to enter business discussions with other attendees. The Organizer, nonetheless, reserves the right to approve or reject any registrations at its sole discretion.
- The participant may cancel their registration sixty days (60) or more prior to the Event and be eligible for a full refund. The Organizer shall, however, retain a 7.5% administrative fee when processing the refund.
- Should cancellation be submitted forty-one (41) to fifty-nine days (59) prior to the Event, the Participant shall be liable for a penalty amounting thirty percent (30%) of the amount due or paid.
- Should cancellation be submitted forty days (40) or less prior to the Event, the Participant shall be liable for the payment of the full amount due, and not be eligible for any refund.
- All invoices issued and sent to the Participant, must be remitted five days (5) prior to the Event at the latest. The Organizer reserves the right to deny the Participant access to the Event, shouldn't their accounts be settled.

**5/ INCLUDED SERVICES AND OBLIGATION TO PRODUCE RESULTS** The Organizer firmly commits to diligently use their expertise, knowledge, contacts network and all available resources to deliver all the services described in the booking form attached to this agreement. The Participant understands the Organizer's work shall not necessarily produce direct and immediate business results.

**6/ PREVENTIVE MEASURES** The Organizer commits to implementing preventive measures and supplying equipment, aimed at hampering the spread of some transmissible diseases. The Participant understands, that preventive measures and protective equipment do not offer a risk-free event, and that the Organizer cannot be held liable for any contamination occurring during the preparation and running of the Event.

**7/ INSURANCE** The Organizer is solely responsible for setting up and running the Event. However the Organizer's shall not be legally liable for any harm caused to the Participant by a third party.

The Participant must hold an insurance policy that covers all damages caused by them, their staff or their belongings to a third party or a third party's equipment and installations during the preparation and running of the Event.

The Participant must hold an insurance policy that covers all damages caused by a third party to them, their staff and belongings during the preparation and running of the Event.

**8/ APPLICABLE AMENDMENTS** The Organizer reserves the right to introduce addendums to this agreement in order to handle any matters not initially mentioned in this agreement. Such amendments shall be notified and diligently sent to the Participant and immediately come into force.

The Organizer reserves the right to terminate this agreement and therefore cancel the Participant's registration, should the latter not comply with the terms and conditions of this agreement. In such an event, the Organizer shall notify the Participant in writing, and no compensation or refund shall be due to the Participant.

**9/ USE OF PARTICIPANT LOGO** The Organizer reserves the right to retrieve and use the Participant's company logo on marketing materials designed to promote the event by showing a list of registered companies, called participants. If the Participant disagrees and wishes their logo to be removed from such marketing materials, they must explicitly address their request in a written form.

**10/ SETTLEMENT** In the event of disagreement, the Participant shall submit a written request to the Organizer and seek an amicable settlement. If no amicable settlement is reached, the tribunal of Nanterre, France, shall be the sole competent tribunal to handle the case.

**11/ PRIVACY AND SECURITY POLICY** The Participant understands that the Organizer will collect detailed information about their business for the sole purpose of conducting the Event and delivering the services described in the attached booking form. More information is available on the Organizer's website: [privacy, confidentiality and management of personal information](#)

**Company name:**

Name of authorized officer or representative:

I agree with advanced business events general terms and conditions

Date and signature:



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