

Food for thought for Exhibitors

Taking part in an exhibition is serious business.

There are lots of things to arrange - marketing, sales literature, stock to be shipped, staff to be trained, travel arrangements to be paid for.

But what if something outside of your control goes wrong?

So much is exposed!

In the last year alone we have processed many claims when there has been an unforeseen problem and an exhibitor's participation and in some cases their livelihood could have been negatively affected.

These claims include:-

- Visitor injured by part of the exhibition stand falling onto them = upheaval during the event which took the focus away from the objectives the exhibitor wanted to achieve – Public Liability Protection
- Neighbouring stand falling over during break down totally demolishing another purpose built stand = substantial cost to get this re-built – Property Protection
- Stock sent from suppliers overseas did not arrive = empty exhibition stand, wasted expense – Expenses Protection
- Key member of staff taken ill just before the event = no one else available to provide expert advice to the shows visitors so the stand had to be cancelled, wasted expenses – Expenses Protection
- Stock left on stand area after the break down of a show was not there when the logistics company went to pick it up = loss of unsold stock – Property Protection
- Exhibitor's key person unfortunately passing away just before the exhibition = unable to represent their company in the way that exhibitor would want to therefore cancelled stand and wasted expenses – Expenses Protection

All of these claims were covered under the insurance policy we arrange for our Exhibition Organiser clients which Exhibitors can participate in to gain valuable protection from the unforeseen. It is unlikely exhibitors will be able to obtain the extent of cover from their 'general' insurance policies.

If you have any questions once you have looked at the documents that have been provided to you by the Organiser please contact us – our details are as below.

InEvexco Ltd
www.InEvexco.co.uk
exhibitor@inevexco.co.uk
+44 1732 757616

InEvexco Ltd,
39 Kings Hill Avenue,
Kings Hill,
West Malling,
Kent, ME19 4SD
United Kingdom