

About KIAE

Development of the global machinery industry has moved from precision manufacturing forward to intelligent machinery, which involves various advanced technologies and concepts including big data, AI (artificial intelligence), the Internet of Things, cloud computing, etc., and has increasingly broadening applications. Backed by well developed industrial clustering and offering high quality and competitive prices, Taiwanese machinery suppliers will better ride on the said trends and see an even brighter future, if granted a chance to enhance their global exposures.

The largest exhibition for machinery and related industries in the southern region of Taiwan, Kaohsiung Industrial Automation Exhibition (KIAE) 2018 will take place from March 30 through April 2 in Kaohsiung Exhibition Center (KEC). The exhibition features six highlighted exhibition zones: “Machine Tools,” “Industrial Machinery,” “Parts & Components,” “Automatic Testing”, “Intelligent Machinery (Robots),” and “Consortiums,” with an aim to boost development of the industrial automation industry in southern Taiwan and help insiders to go global and explore overseas markets.

With booths fully booked in KEC for the fourth consecutive year in 2017, KIAE proved a resounding success, to which well-developed industrial infrastructure in Kaohsiung and mature traditional manufacturing, petrochemicals, steels, auto parts, electronics and optoelectronics industries in Tainan , as well as successful integration and mutual support among Southern Taiwan Science Park and nearby industrial parks, were attributable. The show resulted in considerable economic benefits for local industries.

Organized by Economic Daily News (EDN), the upcoming 2018 edition of KIAE looks to generate new business opportunities worth over NT\$1.2 billion, to serve again as a growth propeller for related industries.

Benefits of Exhibiting

- **【Large Size】**Over 1,000 booths are arranged over an area of 17,900 square meters in North and South halls in KEC.
- **【Flocking Buyers】** Surrounded by industrial parks and Taiwan’s largest international commercial port, KIAE enjoys an enviable geographic advantage, which enables it to attract more professionals and buyers from all over the world.
- **【Vast Biz Opportunities】**KIAE 2017 generated on-spot orders worth about NT\$200 million and post-show deals over NT\$1.2 billion.
- **【Trend Following】** KIAE 2018 keeps up with national developments and industrial trends and includes robots and intelligent machinery in its exhibit categories.
- **【Precise Marketing】** Taiwan’s largest business-focused newspaper, EDN takes advantage of its large customers database and tremendous resources to promote KIAE during other exhibitions, online and via electronic and print media, through outdoor advertising and with invitations to target buyers, and joins hands with TAITRAI to invite foreign buyers. The precise marketing tactics work to result in over 80 percent of exhibitors satisfied in each of the past editions of KIAE.

Information

【Exhibition Date】 : March 30 (Fri.) to April 2 (Mon.), 2018

【Opening Hours】 : 10 a.m. to 5 p.m. (Show to close at 4 p.m. on the final day)

【Venue】: Koahsiung Exhibition Center (address: No.39, Chenggong Sec. Rd., Cianjhen District, Kaohsiung)

【Highlighted Zones】: Machine Tools, Industrial Machinery, Parts and Components, Automatic Testing, Intelligent Machinery (Robots), Consortiums

【Organizer】: Economic Daily News

Companies engaged in making, distributing or dealing machines and related parts and components of specific interest of KIAE attendees, as well as academic research organizations, technological service providers and incubation institutes, are welcome to exhibit at the show.

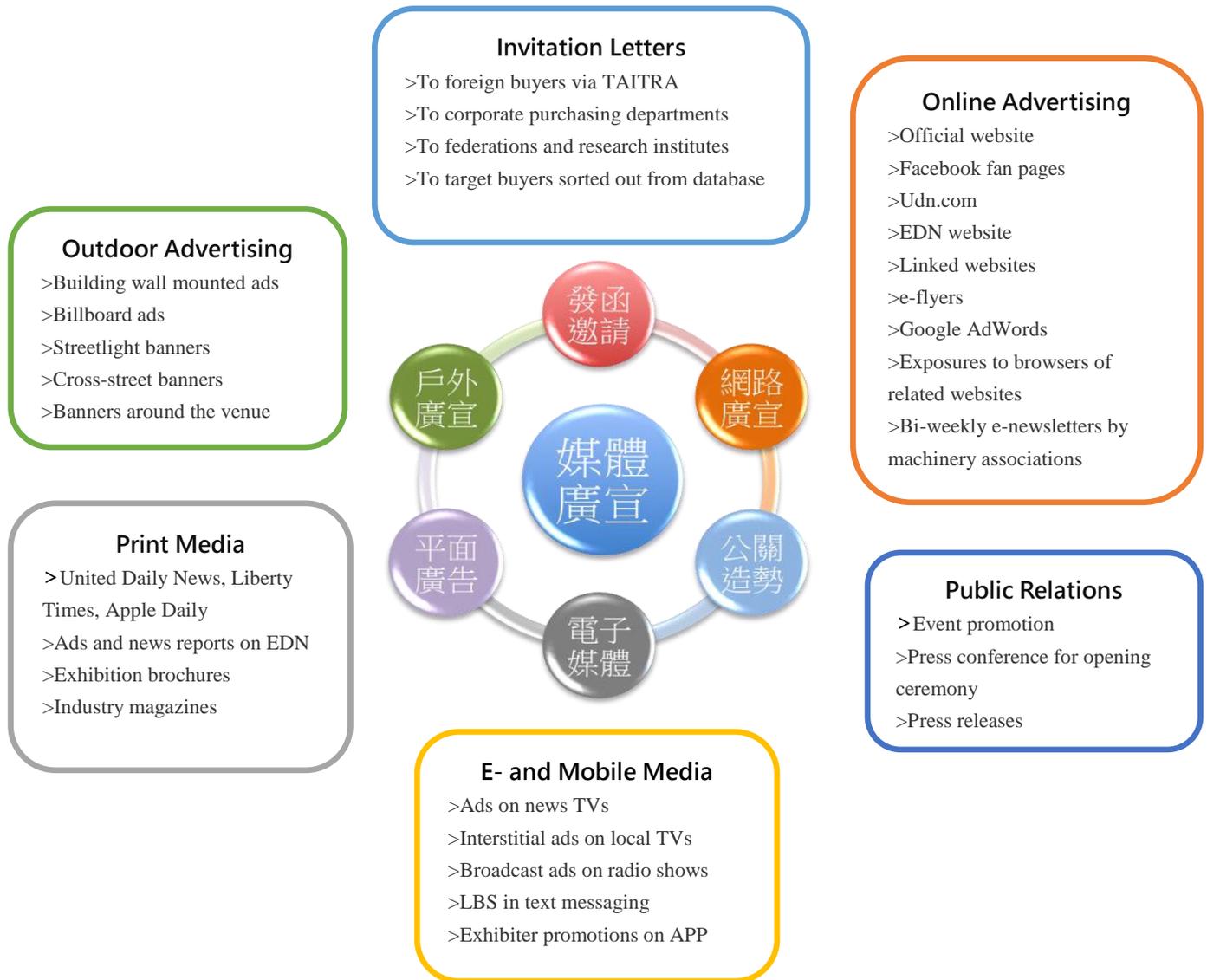


【Exhibition Fee】

Note: Children under 12 Years of Age Are Not Admitted to Venue

Item	Early Bird Application	Regular Application
Fees per Booth	NT\$35,000	NT\$40,000
Business Tax	NT\$1,750	NT\$2,000
Total Payment	NT\$36,750	NT\$42,000
Deadline	Dec. 31, 2017	Till All Booths Booked
Prepayment per Booth	NT\$10,000, paid by Remittance or Check	
Note	1. Only submitted applications coming with prepayments made become legally binding. Remainder of payment shall be made prior to January 30, 2018.	
	Payment Method	
	By Remittance: To the bank account: “聯合報股份有限公司” (No.: 064031030007) in Sungshan Branch, Bank of Taiwan ★ Cash is not accepted.	By Check: Payee : United Daily News ★ written in a non transferable check. Send it through a registered mail to Economic Daily News at: 2F, No.369, Sec. 1, Tatong Rd., Xizhi Dist., New Taipei City 22161, Taiwan. Recipient : All-service Advertising department, EDN Tel: 886-2-86925588 ext: 2292, 7602
	2. Early bird discounts are applicable only to applicants completing full payments by check or remittance before Oct. 31, 2017. Early Bird applicants will not be offered the discounts in case that their full payments can't be made before the deadline.	
	3. Policies for Booth Cancellation: (1) In the event that a booth cancellation is requested and the relevant process is completed more than two days before the exhibitors meeting, a partial refund of the paid fees subtracted by NT\$10,000 per booth will be made without interest paid. Refunds of only NT\$10,000 per booth will be issued in the event that a cancellation comes less than two days before or after the exhibitors meeting. (2) In the event that exhibitors cancel booth bookings of the exhibition after or two days before the exhibitors meeting in exchange for provisional booth reservation of the same exhibition held in the following year, a partial refund of the paid fees, subtracted by NT\$10,000 per booth, will be made without interest paid. (3) In the event that exhibitors cancel their booth bookings of the exhibition after or two days before the exhibitors meeting in exchange for provisional space reservation of any other exhibitions held by the same organizer, a refund of only NT\$10,000 per booth in payment will be issued.	
	4. Exhibitors who fail to clear payments before the exhibitor meeting are neither qualified for booth selection nor admitted to the show.	

Marketing Plans



Exhibiting Rules

【Booth Package】

Per booth (excluding those set up by exhibitors themselves)

1. Space: 3M X 3M = 9 square meters
2. 3M (L) X 3M (W) X 2.5M (H) partition walls
3. 3 110V spotlights, a 500W power outlet and used original 80% new carpet
4. Information counter and chair each
5. An exhibitor nameplate

基本攤位示意圖(3*3m)



【Regulations on Exhibiting】

1. Exhibitors can exhibit items with the aid of catalogues, videos, slideshows, video walls and other media within booths. In order not to disturb other exhibitors, output of speakers and amplifiers used shall be restricted to sub-85dB; the show management has the right to cut off power at the sole discretion to those violating the rule and neglecting advices.
2. To ensure safety, exhibitors should prepare and use brackets to make sure the weight of a machine displayed is distributed properly over the floor. Those with exhibited machines over 7 tonnes in weight

shall notify the show management in advance and accept the booths as allocated for safety considerations. Live operations of such machines on the fairground are considered dangerous and should be prevented (Please refer only to the regulations by Kaohsiung Exhibition Center administration on exhibits and vehicular loads allowed, if those written in this statement are inconsistent.)

【Application for Wiring / Forklifts】

1. Per payment made for each booth, a basic booth shell with supply of 110V 500W power, and transport service with forklifts for up to three exhibits with weight of lower than 7 tonnes are provided without additional charges; a booth holder will be charged NT\$2,000 for every additional piece requiring transport by forklifts provided by show organizer. Extra fees will be required for application for additional wiring and transport of overweight exhibits.
2. Application forms for additional wiring and the use of forklifts must be submitted to show organizer within a required period of time. Late applicants will be liable to pay proportionally increased fees for additional wiring, or offered only basic services if failing to submit application forms.

【Exhibitor Meeting】

After the closing date for applications, qualified exhibitors will be informed of meeting date and location by show management. At the meeting, detailed information on the exhibition and related notices will be delivered to participants, and booth selections will begin in accordance with the following guidelines:

1. Exhibitors of more booths will have booth selection priority over those with fewer ones. In the event of exhibitors with the same booth numbers, ones making full payments earlier enjoy a higher priority in booth selection.
2. The organizer has the right to choose booth locations on behalf of exhibitors who are absent during the meeting to be placed in a lower priority in the sequence.
3. Exhibitors holding more than one booth are required to choose their booths only arranged in succession but not across the aisle.

【Installation, Operation and Dismantling of Booth】

1. Date and time for installing booths will be announced after the exhibitor meeting; exhibitors and contractors are admitted to the exhibition halls only within the required period of time.
2. Exhibitor's staff will be required to carry badges and put on safety helmets during booth installation work.
3. Neither service nor space for piling construction materials temporarily at the venue is provided during booth installation work. Exhibitors are responsible for removing all non-exhibit stuff before the exhibition opens.
4. The height of a booth shell is limited to a maximum of 4 meters. The use of double pallets or plastic pads for larger-sized machines displayed at the venue is required for a weight distribution consideration. Under no circumstances is an exhibited machine moved by dragging it along floor to prevent damages caused to the fairground, or placed with any of the pillars on the drain covers. At no time is the use of fire and torch burners or woodcutting operation allowed during the exhibition. Only water soluble paints can be used during repainting work at the venue. (Related restrictions are as per regulations by KEC administration.)
5. In the event that overtime work is needed, an exhibitor shall apply for the work to the show management one hour before the closing hour, and be subject to the rate of overtime payment: NT\$57,200 (not taxed) in North Hall or NT\$61,600 (not taxed) in South Hall per hour. (The rates are set by KEC administration. In case that more than one exhibitor applies for overtime work at once, the exhibitors involved shall share the cost. Those without application for overtime work are not allowed to stay in the exhibition halls during an overtime period.
6. During the show, exhibitor's staff members are admitted to the exhibition halls a half hour before the opening hour, and shall carry exhibitor badges.

7. No child under 12 years of age is admitted to the exhibition.
8. Under no circumstances is an exhibitor allowed to dismantle its booth during the duration of the show.
All the refills (including industrial gas) needed during the show shall be prepared before 10 a.m.
9. An exhibitor decorating booth on its own shall pay a deposit of NT\$3,000, and the deposit will be refunded once show management confirms all the waste materials (including printed backboards, boxes, pallets, glass, carpets and adhesive residues) by the exhibitor are removed.
10. Show organizer retains its sole discretion to by any means dispose all the stuff that are not removed after the required time period for booth dismantling at exhibitor's cost.



2018 高雄自動化工業展

KAOHSIUNG INDUSTRIAL AUTOMATION EXHIBITION

Get ready to exhibit at KIAE 2018 from March 30 through April 2 at cost of NT\$40,000 (not taxed) per booth.

Exhibitors completing registration prior to October 31, 2017, enjoy early bird pricing of only NT\$35,000 (not taxed) per booth. Do not miss out the chance.

Application No. :

Application Date :

Company Name	(Chinese)	Company Name	(English)			
Invoice Title		Unify No.				
Invoice Address	□□□					
Address	□□□					
The Person Responsible		Contact Person				
Tel		Mobile Phone				
Fax		E - mail				
Exhibition Zone Selection	<input type="checkbox"/> Machine Tools <input type="checkbox"/> Industrial Machinery <input type="checkbox"/> Parts & Component <input type="checkbox"/> Automatic Testing <input type="checkbox"/> Intelligent Machinery (Robots) <input type="checkbox"/> Consortiums					
No. of Booth Booked		Exhibit Category				
Fee	NT\$	Business Tax 5%	NT\$	Basic Booth Shell and Service	<input type="checkbox"/> Necessary <input type="checkbox"/> Unnecessary	
Total	NT\$	Handled by (EDN staff)		Employee No.		
Name buyers or organizations of your interest to invite, if any						
Company Seal		Signature				

Rules

1. A filled application form becomes a legally binding payment agreement contract.
2. Prepayment of NT\$10,000 per booth is required during application process, made by remittance to Sungshan Branch, Bank of Taiwan Account No. : 064031030007, Account Name : 聯合報股份有限公司.
The remainder of payment can be made by non transferable checks payable to 聯合報股份有限公司 prior to January 30, 2018.
Send the check through a registered mail to Economic Daily News at: 2F, No.369, Sec. 1, Tatong Rd., Xizhi Dist., New Taipei City 22161, Taiwan.
Recipient : All-service Advertising department, EDN. Tel: 886-2-86925588 ext: 2292, 7602
3. Policies for Booth Cancellation:
 - (1) In the event that a booth cancellation is requested and the relevant process is completed more than two days before the exhibitors meeting, a partial refund of the paid fees subtracted by NT\$10,000 per booth will be made without interest paid. Refunds of only NT\$10,000 per booth will be issued in the event that a cancellation comes less than two days before or after the exhibitors meeting.
 - (2) In the event that exhibitors cancel booth bookings of the exhibition after or two days before the exhibitors meeting in exchange for provisional booth reservation of the same exhibition held in the following year, a partial refund of the paid fees, subtracted by NT\$10,000 per booth, will be made without interest paid.
 - (3) In the event that exhibitors cancel their booth bookings of the exhibition after or two days before the exhibitors meeting in exchange for provisional space reservation of any other exhibitions held by the same organizer, a refund of only NT\$10,000 per booth in payment will be issued.
4. Exhibitors who fail to clear payments before the exhibitor meeting are neither qualified for booth selection nor admitted to the show.
5. Under no circumstances is an exhibitor allowed to empty or dismantle during the duration of the exhibition. To safeguard interests of exhibitors, all the exhibits to be displayed shall be listed and approved by show organizers.
6. Under no circumstances must a booth be transferred, sublet or shared without the prior consent of the organizer; held by an exhibitor with the name inconsistent to registered one; or used to display the items excluded from the listed ones. Exhibitors violating the rules will be suspended at the show without refunds issued, and banned from the next edition of the exhibition.
7. Only products made, distributed or dealt by exhibitors may be exhibited at the show, and must be consistent with exhibit lists submitted to show organizer. Show management reserves its sole discretion to suspend an exhibitor at the show and reject its participation in the next edition of the show once finding the exhibitor's displayed exhibits are not related to the exhibition's industries and of specific interest of attendees. Exhibitors involved in copyright infringement issues are subject to legal liability.
8. Exhibitor's staff members must put on safety helmets during booth installation and follow work instructions by exhibition facility operators. Exhibitors are liable for full compensation for the damages caused by their improper booth construction to the exhibition facility or exhibits by nearby exhibitors.
9. During booth installation and dismantling and duration of the exhibition, show organizer is responsible only for providing a public liability insurance and hiring security guards to protect the showground for safety, but not for securing exhibits and personal belongings of exhibitors and their staff members. Exhibitors may buy by themselves insurance covering theft and loss by accidents of their exhibits.
10. The show management retains its sole discretion to postpone the exhibition or shorten its duration by virtue of a force majeure, which shall include natural disasters, epidemics, strikes and emergency mobilization, without liability for compensation to exhibitors
11. The show management may amend, extend and consolidate the provisions of the agreement whenever necessary from time to time to maximize interests of exhibitors, and then send written notifications to exhibitors.
12. Children under 12 years of age are prohibited from the exhibition.