

B u y e r R e g i s t r a t i o n

St. Martin/St. Maarten Annual Regional Tradeshow

**May 14 – 16, 2014**

Radisson Blu St. Martin

GENERAL INFORMATION

SMART – The Association des Hoteliers de St. Martin, in conjunction with The St. Maarten Hospitality and Trade Association, and with the sponsorship of the Office du Tourisme de St. Martin and the St. Maarten Tourist Bureau, present SMART 2014. The event provides 1 1/2 days of pre-scheduled appointment sessions and activities where Wholesalers and Tour Operators can meet and conduct business with Suppliers in the tourism industry.

SMART 2014 – will also feature Suppliers from the other Islands of the North Eastern Caribbean Region. These include Anguilla, Antigua, Barbuda, British Virgin Islands, Dominica, Guadeloupe, Montserrat, Saba, St. Eustatius, St. Barthelemy, St. Kitts & Nevis, St. Maarten-St. Martin as well as South America. Operators can meet and conduct business with Suppliers in the tourism industry.

PRELIMINARY SCHEDULE OF EVENTS:

May 14, 2014

Official arrival day for Buyers & Suppliers

2:00pm – 6:00pm ........... Registration & Credentials Claiming

4:00pm – 6:00pm ........... Supplier Tabletop Setup

7:30pm ........................... Welcome reception

May 15, 2014

7:30am – 9:30am ........... Registration & Credentials Claiming for late arrivals

8:45am – 9:45am ........... Buyer to Supplier Scheduling Session

10:00am – 5:30pm ......... Appointments are scheduled continuously throughout the day

12:30pm – 2:30pm ......... A “Working Lunch” is provided so that delegates may expand their working day

7:30pm ........................... Farewell Party

May 16, 2014

9:00am – 12:00pm ........... Additional Optional Appointments

9:00am – 4:30pm ........... Hotel Visits, Island Tours & Activities

 PLEASE FAX YOUR COMPLETED REGISTRATION FORM TO FAX NUMBER:

+1(721)542-0107

please continue... BUYERS

Application to Register

SMART 2014 – BUYERS

HOW TO REGISTER

Participation in SMART is by invitation only. Applicants should complete the registration form and send it with the appropriate fee to the official SMART management team, the St. Maarten Hospitality & Trade Association, located at 33a, WJA Nisbeth Road, Philipsburg, St. Maarten, Dutch Caribbean, Telephone: +1 (721) 542-0108 Fax: +1 (721) 542-0107.

The address in Address Block 1 will be used on all printed materials including indexes in the Official Directory of Participants, and name badge credentials. Unless otherwise specified, the Official Directory of Participants will be sent to Address Block 1 as completed below.

ADDRESS BLOCK 1:

Company Name

Address

City State Zip/ Postal Code Country

Phone Fax

(Please include country and city codes where applicable)

E-mail Web Site URL

ADDRESS BLOCK 2:

Please send my Directory of Participants to the address indicated below:

Company Name

Address

City State Zip/ Postal Code Country

Phone Fax

(Please include country and city codes where applicable)

E-mail Web Site URL

Primary Delegate: All information is sent to the attention of the Primary Delegate at the address indicated above. Appointments are pre-scheduled for the Primary Delegate then in sequential order as you list the delegates below. All other registered Delegates have the option of having their own set of appointments or sharing appointments with another Delegate.

Please complete this information as you would like it to appear on your name badge.

PRIMARY DELEGATE: DELEGATE NUMBER TWO:

First Name:

First Name:

Last Name:

Last Name:

Title:

Title:

Email:

Email:

I will participate in the Farewell Party.

Appointment Taking Delegate

I will participate in the Farewell Party.

Appointment Shared Appointment

If you wish to register more than two delegates, please attach a list on a separated sheet of paper

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page 2

please continue... BUYERS

BUYER MARKETING INFORMATION FOR THE OFFICIAL DIRECTORY OF PARTICIPANTS

Complete The Following Information Describing Your Company/Organization:

A. DESCRIBE YOUR COMPANY/ORGANIZATION:

1. Association ...................................................................... 7. Tour Operator....................................................................

2. Charter Operator .............................................................. 8. Travel Agent Consortium ...................................................

3. Incentive Company ........................................................... 9. Travel Club ........................................................................

4. Meeting Planner ............................................................... 10. Wholesaler ........................................................................

5. Retail Agent Organizing Groups ........................................ 11. Wholesaler with own

6. Receptive Operator ........................................................... Retail Outlets ....................................................................

B.WHAT ARE YOUR PRIMARY MARKETS?

1. Bird Watching Groups ...................................................... 8. Meetings, Seminars, Conventions.......................................

2. Dive Groups ..................................................................... 9. Nature Travel ....................................................................

3. Ecotourism ...................................................................... 10. Seniors Groups..................................................................

4. Groups ............................................................................. 11. Special Interest Travel .......................................................

5. Honeymoons..................................................................... 12. Sports Programs ...............................................................

6. Incentives ........................................................................ 13. Student Groups.................................................................

7. Individual Travelers .......................................................... 14. Technical Tours..................................................................

C. TYPES OF ACCOMMODATIONS REQUIRED? Did you know there are over 360 small properties including Bed & Breakfasts, Guest Houses, Cottages, and Villas in the Eastern Caribbean?

|  |  |  |  |
| --- | --- | --- | --- |
| 1. 5 Star .................................................. | 7. | Bed & Breakfast ................................ | 12. Hotels (51-100 rooms) ....................... |
| 2. 4 Star .................................................. | 8. | Cottages/Villas................................... | 13. Hotels (101-300 rooms) ..................... |
| 3. 3 Star .................................................. | 9. | Guest House ...................................... | 14. Hotels (over 300 rooms) ..................... |
| 4. 2 Star .................................................. | 10. | Time Share ........................................ | 15. Resorts ............................................... |
| 5. All Inclusive ......................................... | 11. | Hotels (up to 50 rooms) ..................... | 16. Room Only .......................................... |
| 6. Beachfront ...........................................D.WHAT SERVICES DO YOU REQUIRE? |  |  |  |

1. Air Conditioning .................... 6. Children’s Programs ............ 11. Handicapped Facilities .......... 16. Tennis .................................

2. Airport Transfers ................... 7. Meeting Facilities ................ 12. Laundry/Dry Cleaning ........... 17. Adventure Sports ................

3. Banquet Facilities ................. 8. Food & Beverage ................. 13. Meal Plan Options ................ (Fishing, Scuba Diving, Sailing, Etc.)

4. Business Center ..................... 9. Golf .................................... 14. Room Service ....................... 18. Water Sports ........................

5. Car Rental ............................ 10. Spa ..................................... 15. Sightseeing/Guided Tours......

E. DOES YOUR COMPANY SELL ST. MAARTEN/ST. MARTIN IN COMBINATION WITH EITHER OF THE FOLLOWING?

1. Florida ..............................................................

2. Other Caribbean Destinations.............................

F. HOW MANY TOTAL CLIENTS DID YOUR COMPANY HANDLE LAST YEAR?

|  |  |  |
| --- | --- | --- |
| 1. under 1,000 ......................................... | 3. 3,000 – 5,000 ...................................... | 5. over 10,000 .......................................... |
| 2. 1,000 – 3,000 ..................................... | 4. 5,000 – 10,000 .................................... |  |

G. HOW MANY CLIENTS DID YOUR COMPANY SEND TO ST. MAARTEN/ST. MARTIN LAST YEAR?

|  |  |  |
| --- | --- | --- |
| 1. under 500 ............................................ | 3. 1,000 – 3,000 ...................................... | 5. over 5,000 ............................................ |
| 2. 500 – 1,000 ........................................ | 4. 3,000 – 5,000 ...................................... |  |

H. Please give specific details about your company that will be of interest to SMART suppliers:

(30 words or less & Print Only)

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page 3

please continue... BUYERS

SMART 2014 BUYER REGISTRATION & HOTEL INFORMATION

Early Bird Registration Fee is US$99.00 per delegate if registered on or before April 15, 2014 and US$125.00 per delegate after April 15, 2014. Registration Fee includes 1 delegate directory, pre-scheduled appointments during SMART 2014 if received before April 15, 2014, name badge credentials and attendance to all official food and social functions.

ROOMING INFORMATION: Hotel accommodations are €135 per night.These NET rates are non-commissionable rates,

 based on single or double occupancy and subject to tax and services charges. Breakfast is included. Reservations can also

 be made by calling 1 (800) 333-3333, the hotel reservations desk at +590-590-876-700 or online at:

 [www.radissonblu.com/resort-stmartin](http://www.radissonblu.com/resort-stmartin). Reservation code is SMARTB.

Full payment must be received with your registration form in order to process your registration.

Early Bird (Before April 15, 2014) #of Delegates

x US$99.00 Total US$

Registration Fee (After April 15, 2014) #of Delegates x US$125.00 Total US$ Total Enclosed US$

Payment MUST accompany Registration form. Please make all checks payable in U.S. funds and drawn on a U.S. bank to: the St. Maarten

Hospitality & Trade Association (SHTA) 33a WJA Nisbeth Road, Philipsburg, St. Maarten, Dutch Caribbean. Telephone: +1 (721) 542-0108 Fax: +1 (721) 542-0107

Form of Payment: CHECK#

Visa MasterCard **□** Discover

Cardholder’s Name: Card Number:

Expiration date: Signature:

1. The Applicant understands that all arrangements and/or changes must be submitted in writing.

TERMS & CONDITIONS:

2. The Applicant shall release the host hotels, SMART, the SHTA, the AHSM and its agents, consultants, and employees from all claims, expenses or liabilities arising from any injury or damage to the Applicant, his employee or agent or to the property of the Applicant occurring on the host property or approaches thereto.

3. If SMART should be cancelled for any cause such as act of God, war, government action or order, building problem, weather, labor dispute, etc., SMART’s liability shall be limited to the refund of participation fees.

4. The Applicant shall be liable for any damage caused to the building, floors, glass, walls, columns, or furniture.

5. SMART shall not be responsible for loss of, or damage to the Applicant’s property due to explosions, acts of God, thefts, fires or any other legitimate condition beyond its control.

6. The Applicant understands that his presence is required at all official functions.

7. The Applicant understands that hospitality suites and functions shall not be open during officially scheduled sessions or functions. Organizations must register hospitality suites and functions with SMART management.

8. The Applicant understands that the information contained in the conference material constitutes part of the registration contract, and agrees to conform to all guidelines.

9. SMART shall have full power to interpret and amend these guidelines which in its discretion shall be in the best interest of the conference.

**10. The Applicant shall not take part in non - SMART functions which would preclude his attendance at all scheduled activities.**

**11. The Applicant shall not participate in familiarization trips sponsored and supported by companies and organizations not registered for SMART.**

12. By completing and submitting this Application for Registration, the Applicant understands that participation must be confirmed in writing by SMART before registration is granted. The Application for Registration is not an offer and participation in the conference may be restricted or cancelled by SMART for any reason.

13. Cancellations/Refund. Cancellations received 30 days prior to the event April 15, 2014 will receive full reimbursement of registration fees, less a US$50 processing fee.

Cancellations received after April 15, 2014 are not eligible for a refund.

IMPORTANT DATES TO REMEMBER:

M AY 4, 2014 – Deadline for Inclusion in Delegate Directory

M AY 5, 2014 – Appointment Request Form Deadline

As a participant of SMART 2014, you and your organization agree to comply with the Terms & Conditions published in this Application. No arrangements other than those contained herein shall be binding upon the parties, unless requests are made in writing and approved by SMART management.

Authorized Signature: Date:

Print Name:

Smart 2014 is the project of the Association des Hôteliers de St. Martin (AHSM) and the St. Maarten Hospitality & Trade Association (SHTA) with the sponsorship of the Office du Tourisme de St. Martin and the St. Maarten Tourist Bureau.

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BUYERS