

January 2012

Global Connection

Upcoming Shows:

- ISE 2012
31 January –
2 February
Amsterdam,
The Netherlands
- FESPA Digital
21-24 February
Barcelona, Spain
- Mobile World
Congress 2012
27 February –
1 March
Barcelona, Spain
- Embedded Systems
World 2012
28 February –
1 March
Nürnberg, Germany
- ATC Global
6-8 March
Amsterdam,
The Netherlands
- Aircraft Interiors
Expo 2012
27-29 March
Hamburg, Germany
- ATAS 2012
19-21 April
Melbourne, Australia
- CICE 2012
25-28 April
São Paulo, Brazil

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D/M/WBE Certification
WFDB50244Y0812



Global Exhibit Management

Leader in global exhibit and event services

Budget Builder

Every exhibit and event manager wants to increase their budget to achieve marketing goals and objectives. Many American companies are missing an opportunity to increase the annual budget by reclaiming Value Added Tax (VAT) taxes paid on overseas shows.

A Value Added Tax (VAT) is a transaction tax on goods and services charged around the world. The name varies in different countries; you'll see it listed at VAT, GST, MWST and Consumption Tax.

When ordering show services or signing contracts with exhibit suppliers, the total amount will be shown + VAT tax. This is a sales tax that ranges from 16 to 40%. VAT tax adds to the cost of exhibiting but can be reclaimed if the exhibiting company applies for the refund. You must submit original invoices, emailed or PDF invoices will not be accepted.

Foreign tax laws and refund claims can be confusing. VAT tax laws vary from country to country in the European Union as well as filing dates. While one country will allow VAT reclamation on a car rental, others won't.

It is critical that your shipping company prepare exhibit documents correctly. Exhibit materials should be documented on a Temporary Import Bond or Carnet so the exhibiting company is not subject to VAT tax on the value of the shipment.

The most common refundable expenses:

- Tradeshow booth rental
- Exhibit construction/assembly costs
- Marketing/advertising costs
- Travel expenses (hotels, meals)
- Shipping costs
- Show services (electric, audio-visual)
- Booth services (catering, temporary and contract help)

There are experienced VAT reclamation companies that will file the claim for your company. You can maximize VAT refunds by letting the experts handle the claim.

Stop leaving money behind and use VAT refunds to build your budget.

For more information about VAT reclamation qualifications, visit: <http://www.ttminternational.com/>

Industry Update

The next event for trade professionals in the U.S. is The Exhibitor Show, 4-8 March in Las Vegas, Nevada.

For seminar and registration information, visit their website at <http://www.exhibitoronline.com/exhibitorshow/2012/index.asp>

Health and Safety

Health and safety while traveling overseas is a major concern in every corporation. To review the latest health related updates, check the Center for Disease Control website www.cdc.gov/travel

For current information regarding travel warnings and updates visit www.travel.state.gov

For personal travel tips visit our website at www.globalexhibitmanagement.com