

Glossary

AEO	Association of Exhibition Organisers Ltd.
BDC	Business Design Centre Ltd.
BECA	British Exhibition Contractors Association.
Breakdown	The last of the three segments constituting an organiser's tenancy at an exhibition hall. during which the exhibition is dismantled and removed.
Build-up	The first of the three segments constituting an organiser's tenancy at an exhibition hall. during which the exhibition is constructed.
ECO	Earls Court and Olympia Ltd.
Exhibitors' manual	Manual issued by organisers to exhibitors a few months before an exhibition, containing details of the hall regulations and other necessary material, including price lists/order forms for the electrical and other contracting services available.
Free-for-all	Complete freedom for exhibitors to employ any electrical contractor they may choose. See also open exhibition.
IEE	Institution of Electrical Engineers. In general, the wiring of exhibition stands is carried out in accordance with the IEE Wiring Regulations.
NAEH	National Association of Exhibition Hallowners.
NEC	National Exhibition Centre Ltd, Birmingham, the United Kingdom's largest exhibition centre.
NICEIC	National Inspection Council for Electrical Installation Contracting.
Nominated electrical contractor	Electrical contractor nominated exclusively or preferentially by an organiser to supply electrical contracting services to exhibitors. If this is at the behest of the hall owner, the electrical contractor is a tied contractor.
Nominated mains contractor	Electrical contractor nominated by the hall owner to be responsible for the hall mains supply and the connection of exhibitors' stands thereto.
Open exhibition	Exhibition where exhibitors may employ any electrical contractor of their choice. See also free-for-all.
Open period	The period when the exhibition is open to visitors.
Reference halls	Exhibition halls in Greater London with an exhibition floor area exceeding 2.500 square metres.
Reference services	The services provided by electrical contractors (in their capacity as such) at reference halls, other than the service of connecting electrical equipment to electrical mains.

Shell stands	In contrast to space-only stands, shell stands comprise modular stands, with side and back panels and usually basic fittings, and offer a straightforward and normally less expensive way to exhibit.
Space-only	In contrast to shell stands, space-only exhibitors hire only a floor area, within which they are responsible for erecting their own stands.
Tied contractor	Electrical contractor benefiting from exclusive or preferential preferment by a hall owner in the provision (via obligatory nomination by the organiser) of electrical contracting services to exhibitors.
Tied hall	Exhibition hall at which there is a tied contractor.