

TECHNICAL INNOVATION COMPETITION
SAMOTER INNOVATION AWARD



SaMoTer

31st INTERNATIONAL CONSTRUCTION EQUIPMENT TRADE FAIR

VERONA, 21.25 MARCH 2020



Organized by
veronafiere
Trade shows & events since 1898

ART. 1

Veronafiere S.p.A. (hereafter "Veronafiere") will organize for the 31st edition of SaMoTer, International Construction Equipment Trade Fair, scheduled in Veronafiere (Viale del Lavoro 8 - 37135 Verona, Italy) from 21st to 25th March 2020, the **Technical Innovation Competition - SaMoTer Innovation Award** (hereafter "Competition"). The Competition is open to all manufacturers, their representatives or official importers, as well as Research Institutes, Universities and professionals, with the intention of offering entrepreneurs and technicians in the sectors involved the broadest possibility for documenting themselves about the technical-construction evolution of site machinery.

ART. 2

a) The Competition is open to all machines, equipment, plant and prototypes boasting new concepts and/or practical innovations and/or fundamental improvements of existing machines.

Innovations must be premiered absolutely for the first time in 2020.

If innovations are already subject to a patent application by the company taking part in the Competition, the application form should be submitted together with a copy of the patent filing.

b) Machinery, plant and equipment offering effective innovation in the Company's product range or which, despite having already appeared in one form or another on international markets, are presented for the first time at an exhibition in 2020, may be accepted for the Competition at the complete discretion of the Jury. The innovative features taken into consideration may refer to energy saving, productivity, ergonomic or safety questions and sustainability aspects in the use of machines, as well as other aspects that in any case ensure an evident added value for the product or service presented.

c) All applications must be accompanied by a declaration, pursuant to Article 76 of DPR Decree n. 445 dated 28 December 2000, signed by the legal representative of the manufacturing company and/or importer stating that machinery, equipment, plant and/or prototypes have not already been displayed in the form entered in the Competition. Documents illustrating eventual advertising and commercialization of these products shall also be enclosed.

The non-presentation of such declaration will automatically disqualify acceptance of the application form.

ART. 3

The exclusive site of the Competition is the 31st edition of SaMoTer, International Construction Equipment Trade Fair, scheduled in Veronafiere from 21st to 25th March 2020.

The examples of products presented by Companies attending the Competition, which are recognised as "Innovations" as per Article 2 of these regulations, can be exhibited at SaMoTer in the area assigned to the exhibiting Company.

ART. 4

The application form for participation in the Competition is available on SaMoTer website (www.samoter.it/en). The application form, together with a copy of payment of the **registration fee of € 300,00 + VAT (if due)**, shall be sent to the Competition Secretariat c/o Veronafiere by **28/10/2019** to the following email address: info@samoter.com.

All parts of the application form must be duly filled in and the following documents shall be enclosed, as per the instructions below:

I. a typed report of about 1 page (about 1500 characters) in Italian and English detailing the items that, in the opinion of the participating Company, may represent an innovation as per Article 2 of the current regulations;

II. all the documentation (drawings, photographs, calculations, test results, videos, etc.) that the participating Company is willing to submit in order to allow the Jury to evaluate the validity of the innovations proposed. In particular, emphasis must be given to:

- a)** the fundamental features of the machine, equipment, plant or prototype with a clear description, explanatory drawings and photographs;
- b)** the originality of the solution presented and the advantages it offers;
- c)** the extension of the field of application of the invention;
- d)** any application and experimental results documenting the foregoing, in particular as regards features outlined in Article 2 of the current regulations.

Documentation that, at the complete discretion of the Jury, does not conform to the foregoing will be a reason for exclusion from the Competition. **The documentation presented will be treated as confidential and will not be returned, even in the event that products are not recognised as "Innovations" as per Article 2 of these regulations.**

ART. 5

The Jury will make a pre-selection of applications by **30/11/2019**.

Companies whose documentation is accepted for participation in the Competition will receive a written notification. The names of the Companies that, according to the documentation presented, will not be admitted in the Competition will be kept as confidential by the Jury, which will notify the non-admission only to such Companies.

ART. 6

The Jury, appointed by VeronaFiere in collaboration with the President of the Jury in person, will have an international character comprising University Professors, Researchers, Technicians and Experts in the sector with proven and widely acknowledged experience.

A brief biography of all members of the Jury will be available on the SaMoTer website (www.samoter.it).

ART. 7

The Competition categories and awards are as follows:

a) hydraulic excavators

Category a) includes:

mini - up to 6 tonnes | midi - 6 to 14 tonnes | construction - 14 to 50 tonnes | maxi - over 50 tonnes | special - special applications

b) wheeled loaders

Category b) includes:

compact - up to 2.00 m³ | medium - 2.00 to 6.00 m³ | large - over 6.0 m³ | special - special applications

c) tracked bulldozers

Category c) includes:

compact - up to 12 tonnes | medium - 12 to 23 tonnes | large - over 23 tonnes | special - special applications

d) skid-loaders

Category d) includes:

skid steer loaders | track loaders

e) backhoe loaders

f) graders

Category f) includes:

compact - up to 15 tonnes | medium - 15 to 20 tonnes | large - over 20 tonnes

g) telehandlers (fixed and rotary front)

Category g) includes:

Compact - up to 3.0 tonnes of effective capacity | medium - 3.0 to 4.0 tonnes of effective capacity | high capacity - over 4.0 tons of effective capacity | special - special applications

h) attachments

i) software applications

j) plants

Only one innovation may be entered in each category of the Competition.

ART. 8

3 finalists will be selected in each category: 1st (winner), 2nd and 3rd.

The assessment criteria for deciding Competition Awards are as follows:

- technological innovation features for the specific category;
- improvement of comfort, ergonomic solutions and, in general, operator working conditions;
- improvement of energy saving, eco-compatibility features and environmental sustainability in general;
- productivity and performance improvements;
- ease of use & maintenance and reliability;
- increased safety for operators and the surrounding environment;
- validity of the proposed technical solutions (buildability);
- environmental sustainability;
- environmental protection;
- H2M (human-to-machine) and M2M (machine-to-machine) interaction;

ART. 9

The Jury may also decide to make a “Special Design Award” for products in the following categories:

- a) hydraulic excavators
- b) wheel loaders
- c) tracked bulldozers
- d) skid-loaders
- e) backhoes
- f) graders
- g) telehandlers (fixed and rotary front)

The assessment criteria for deciding the “**Special Design Award**” are as follows:

- aesthetics;
- functions;
- vision of the machine in relation to future applications;
- overall concept.

ART. 10

Veronafiere, following the decisions of the Jury, will award all “Innovations” judged as such with diplomas detailing the motivation of the Award and will provide the awarded Companies with specific identification material to be applied to the awarded products.

ART. 11

Veronafiere reserves the right to delay the assignment of the certificate or the award, as referred to in Articles 7 and 8 above, in order to carry out appropriate checks in the event that it receives notice and/or objections about intellectual and industrial copyright of the innovation receiving an award.

If the certificate and/or the award have already been presented and counterfeiting is proven on the part of Company(ies) receiving awards, Veronafiere will revoke the certificate or award.

ART. 12

All “Innovations” presented by companies attending the Competition will be described and illustrated on SaMoTer official website and in SaMoTer 2020 official publication/s, as well as promoted through all the exhibition’s promotional channels (e.g. press releases, social media, etc.) and made available to the trade press.

To this end, attending companies hereby agree to provide Veronafiere with further material illustrating their products, in electronic format and, in any case, in the forms and methods, which will be notified in timely fashion. Moreover, Veronafiere may arrange, at its discretion, a specific exhibition area to present and promote the awarded products. Companies entering the competition but not attending SaMoTer 2020 as exhibitors have to undertake, on presentation of the application form, to make available c/o the 31st edition of SaMoTer, International Construction Equipment Trade Fair, scheduled at Veronafiere Exhibition Centre from 21st to 25th March 2020, an example of the awarded product for display in the above-mentioned area. Any shipping costs will be in charge of the Companies attending the Competition.

The official Award Ceremony will take place during SaMoTer 2020 preview event.

ART. 13

Companies receiving the SaMoTer Innovation Award for one of their products may display the Award specific identification material (as per Article 10 of these Regulations) referring to the awarded product, but shall not extend such recognition to the overall Company production.

ART. 14

It is the responsibility of individual companies taking part in the Competition to safeguard industrial and industrial property and register any patents. Veronafiere hereby ensures maximum confidentiality in using the material presented for the admission in the Competition. To this end, the experts and technicians invited to form the Jury will be required, on pain of exclusion, to sign a confidentiality declaration.

To be returned by and no later than **28th October 2019** by email to: **info@samoter.com**

The undersigned Company/Authority _____

Street address _____ n° _____

Zip/Postal code . _____ City _____ Country _____

VAT number _____ Fiscal code _____

Phone _____ Email _____

Website _____

The Company hereby declares to fully approve the Regulations of **SaMoTer 2020 Technical Innovation Competition** and submit the application form for the following product:

The Company also encloses to this application form the following documents:

- N____descriptions/reports illustrating the main features, originality, advantages and field of application of the machinery, equipment, plant or prototype applied for the Competition;
- N____drawings and/or illustrative projects;
- N____pictures and/or videos;
- N____results of experimental and application tests;
- The declaration as per Article 2 of the Competition Regulations;
- Copy of the bank transfer for payment of **€ 300,00 + VAT** (if due) made to VERONAFIERE S.p.A. c/o

BANCO BPM S.p.A. - AGENZIA CASSA MERCATO - VERONA

IBAN: IT37K0503411751000000124030 • SWIFT BAPPIT21011

Please indicate clearly:

SaMoTer 2020 Technical Innovation Competition

An example of the innovation product is available for verification by the Jury c/o

Company or Authority

(Stamp and signature of the Legal Representative)

IMPORTANT: Companies shall submit an application form, duly filled out in every part, for each product they are willing to apply for the Competition. This application form may be printed in several copies and sent by email to the Secretariat of SaMoTer Technical Innovation Competition (info@samoter.com) by **28th October 2019**.