



sifel

STAND RESERVATION CONTRACT

30 NOVEMBER - 02 DECEMBER - BORDEAUX

STAND RESERVATION

EXHIBITION CENTRE

PLEASE RETURN THIS DOCUMENT TO

CONGRÈS ET EXPOSITIONS DE BORDEAUX - Rue Jean Samazeuilh - BP 55 - 33030 BORDEAUX CEDEX - FRANCE

Tel. +33 (0)5 56 11 99 13 - +33 (0)5 56 11 99 15 - Fax +33 (0)5 56 11 88 81 - Web: www.vinitech-bordeaux.com - E-mail: vinitech@bordeaux-expo.com

Exhibitor

Company name NAF/SIC/NACE No.

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Address

Postcode Town/City Country*

Tel. Mobile Fax

E-mail Web address

Trade Register No. Siret EU VAT No.

MANUFACTURER IMPORTER DISTRIBUTOR SERVICE PROVIDER SOLE AGENT (Tick box as appropriate)

OTHER (specify)

CEO Sales Director

Communications Director

Person responsible for the stand Title

Tel. Fax E-mail

Member of the trade union AXEMA Yes No

* Please note that the country will determine whether or not you are a foreign exhibitor for regulatory purposes. If the country indicated is not the nationality of your company, particularly in respect of the nationality of your parent company or the products or services you are exhibiting, please tick this box.

You are registering as: Exhibitor
 Co-exhibitor: please give the name of the main exhibitor

Sector of the show in which you wish to participate

Wine production Packaging and marketing Viticulture Services
Equipment specific to the fruit and vegetables sector Equipment common to both sectors

Billing and/or mailing address (if different to the address given above)

Company name

Address

Postcode Town/City Country

Name of Contact Title

Tel. Fax E-mail

Stand sign

Please indicate below the wording to appear on your stand sign (maximum of 16 characters, including spaces).

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THIS BOX FOR USE BY CONGRÈS ET EXPOSITIONS DE BORDEAUX ONLY

CUSTOMER

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 APPLICATION

--	--	--	--	--

 SHOW CODE

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 Area allocated m²

Date application form received

Section Hall Aisle Row Stand No.

EXHIBITOR REGISTRATION

If you are a co-exhibitor,
please complete sections
9, 10 and 14 only.

1 - Registration fee

This fee includes administration costs, insurance, provision of show catalogue, stand sign, visitor online registration procedure, listing in the show catalogue (see page 6), parking sticker, exhibitor passes (4 for the first 16 m² and one additional pass per 16 m² block), 50 guest passes, link to your web site from the online exhibitor list and access to online catalogue information sheet. Exhibitor passes will not be sent out until exhibitor fees have been paid in full.

Flat fee €850 excl. VAT
Discount of €300 excl. VAT applies to registrations received before 31 March 2010..... –€ excl. VAT

TOTAL 1€ excl. VAT

2 - Additional guest passes and parking vouchers

Complete this section if you wish to obtain additional guest passes and parking vouchers.

Passes will not be sent out after 12 November 2010. After this date, passes must be collected from the Accounts Department at Congrès et Expositions de Bordeaux (Bordeaux Conferences and Exhibitions). Orders for 200 passes or fewer will incur a shipping charge of €6.50 excl. VAT. For orders of more than 200 passes, shipping will be free of charge.

Guest pass: € 1.40 excl. VAT (minimum of 25 passes then multiples of 5 passes). Parking voucher: € 23 excl. VAT

Description	Quantity	Price per pass excl. VAT
Exhibitor parking subscription	€23,00
Guest pass in French minimum of 25 passes in multiples of 5 (please contact us if you wish to order more than 500 passes)	€1.40
in English	€1.40
in Spanish	€1.40
in German	€1.40
in Italian	€1.40
Shipping charge for fewer than 200 passes		€6.50
Order total	

TOTAL 2€ HT

3 - Insurance

The insurance premium covers:

1° - Exhibition goods and equipment, stand fixtures and fittings, and stand installation for a first loss of **FIFTEEN THOUSAND THREE HUNDRED EUROS (€15,300.00)**. The exhibitor's coverage is strictly limited to material damage and excludes any deprivation of possession, loss of profits, shortfall, etc. It does not cover theft during build-up and breakdown.

2° - Exhibitor civil liability for any personal injury and/or material and/or non-material damages resulting from the exhibitor's activity and that of his employees.

The exhibitor waives all rights to take action against the Organiser, exhibition venue owner and their insurers in the event of any personal injury or material and non-material damage that he or his employees might suffer.

It is strongly recommended that additional assurance be taken out to cover goods valued at over €15,300. Options for such cover can be found in the Exhibitor Guide.

Mandatory insurance.....

Included
in the registration fee

4 - Flat fee for represented companies

The exhibitor must declare in the catalogue listing all companies (s)he will be representing and provide Vintech with an official certificate of representation issued by the supplier.

Set fee per represented brand x €180 excl. VAT €.....excl. VAT

TOTAL 3 €.....excl. VAT

5 - Stand • Your reservation

▶ SHELL-SCHEME STAND, minimum size 16 m² (4 m x 4m)

Stands are delivered with carpeted raised flooring (10 cm high) and 2.5-m high wood partitioning, with white painted finish. Covering recommended (e.g. brushed cotton).

Melamine partitions (+ fascia panel) for exhibitors in the Fruit and Vegetables area (SIFEL), carpet.

Shell-scheme stand between 16 and 150 m²: €150 per m² x €150 per m² €excl. VAT
(For larger stands, please contact us)

Carpet colour of choice (default colour is dark grey, unless otherwise requested):

Black Orange Purple Fuchsia

If you require a stand without raised flooring, please tick this box

Please note that without raised flooring, electrical cables and water pipes will be visible.

▶ CUSTOMISABLE TURNKEY STAND, minimum size 16 m² (4 m x 4m)

Packages for fixtures and fittings and stand design, as described in the attached brochure, will not only save you time but will give you a one-stop service with a single contact person at an advantageous price. To benefit from these packages, please reserve your space-only stand by completing the section below and returning the order form that corresponds to the stand package of your choice.

Reservation of space only:

.....m² at a cost of €112/m² + 1 "turnkey" option (order form attached) €excl. VAT

Reservation for "Customisable turnkey stand":

PLEIN CIEL Stand SMARTY Stand
 WOODY Stand MUST Stand } See order form, to be returned with your registration form.

▶ SPACE ONLY, minimum 40 m²

Services available to exhibitors with heavy or bulky equipment

NB: electricity cables and water pipes will be visible.

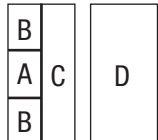
Space only 40 to 150 m²: € 112/m² x €112 per m² €excl. VAT
(For larger stands, please contact us)

We provide the following choices of carpet for your space-only stand:

Dark grey Black Orange Purple Fuchsia €7.74 excl. VAT xm² €excl. VAT

▶ SURCHARGE FOR CORNER STAND(S), regardless of the type of stand selected.

Allocated according to location. Please indicate your preferences



TYPE A: One open side only
TYPE B: 1 corner (open on 2 aisles) (minimum 16 m²) €300 €excl. VAT
TYPE C: 2 corners (open on 3 aisles) (minimum 32 m²) €700 €excl. VAT
TYPE D: 4 corners (block) (minimum 64 m²) €1,350 €excl. VAT

TOTAL 4 €excl. VAT

6 - Electricity

Please place your order now

▶ Connection order

Single-phase

Ref. 4010 2 kW €332.34 + VAT
Ref. 4020 3 kW €384.37 + VAT
Ref. 4030 4 kW €445.17 + VAT
Ref. 4040 5 kW €483.79 + VAT
Ref. 4050 6 kW €530.33 + VAT

Three-phase

Ref. 4210 8 kW €591.71 + VAT Ref. 4250 25 kW € 910.55 + VAT
Ref. 4220 12 kW €665.39 + VAT Ref. 4260 35 kW €1,030.56 + VAT
Ref. 4230 15 kW €730.74 + VAT Ref. 4270 50 kW €1,228.58 + VAT
Ref. 4240 18 kW €789.75 + VAT Ref. 4280 65 kW €1,446.42 + VAT

Ref.PowerNumber of connections €excl. VAT

Early-bird offer: discount of €80 excl. VAT on orders submitted before 15 October 2010 - €excl. VAT

TOTAL 5 €excl. VAT

▶ Position of electrical box

The location of the electrical box is as follows (for stand format, see under heading "Surcharge for corner stands" above):

- For type A or C stands, the box will be located in the centre of the rear partition.
- For type B stands, the box will be located in the enclosed corner.
- For type D block stands, the box will be located in the centre.

I do not like this location; I will let you know where I want my electrical box placed before 15 October 2010. I understand that after this date, the above location will be used.



PROMOTIONAL PACKAGES

7 - Reserve advertising space in our promotional media

▶ OFFICIAL CATALOGUE

With more than 5,000 copies distributed, this high-quality promotional vehicle will provide you with exposure well beyond the three days of the show.

Loose bookmark.....	€3,100.....	€.....excl. VAT
Inside front or back cover.....	€2,600.....	€.....excl. VAT
One page, full colour.....	€2,150.....	€.....excl. VAT
One page, black and white.....	€1,200.....	€.....excl. VAT

▶ EXHIBITION MAP

Provided free of charge to all visitors at show entrances, this map is an essential visitor aid and gives you immediate impact with a maximum audience..

Back cover.....	€3,500.....	€.....excl. VAT
Reverse of map - 1 panel.....	€1,800.....	€.....excl. VAT
Positioning of your name on your stand.....	€450.....	€.....excl. VAT
Banner on reverse side as part of an alphabetic list.....	€850.....	€.....excl. VAT

▶ WEB SITE

For promotion prior to the event. The Vinitech web site is a tool to help plan a visit to the show. In 2008 it received more than 30,000 requests for visitor badges and more than 54,000 visitors for a total of 232,000 pages viewed.

We offer two advertising formats: banner (728x90) or rectangle (300x250).

The purchasing unit is per one thousand pages viewed and is calculated in cost per thousand (CPM).

Advertisers can thus determine the number of CPM they wish to buy (minimum is 25) depending on budget and objectives.

It is also possible to reserve all modules and be the sole advertiser.

Cost per 1,000 pages viewed (minimum of 25 CPM).....	€ 35 x.....	CPM	€.....excl. VAT
Positioning (indicate choice)			
- Level 1: Home Page / Badge request / Exhibitor catalogue	<input type="checkbox"/>		
- Level 2: Home page for each heading	<input type="checkbox"/>		

▶ E-MAIL CAMPAIGN SPONSORSHIP

Advertise in our e-mail campaigns in the run-up to the Show, sent to a target audience of prospective visitors.

Campaign rates and scheduling will be available after April 2010.

▶ GROUP BAGS

Advertising.....	€3,000.....	€.....excl. VAT
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▶ EXHIBITION MAP

Placed in five strategic locations around the show, these maps are an essential aid to visitors.

Take advantage of this option to gain optimal exposure at the show. Limited to 4 advertisers.

Advertising.....	€2,000.....	€.....excl. VAT
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▶ BADGE RIBBONS (note that production costs are the responsibility of the advertiser).....

Badge holders are provided to visitors at show entrances and give you exceptionally strong impact and maximum exposure. Limited to 1 advertiser.

€6,000	€.....excl. VAT
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TOTAL 7 €.....excl. VAT

DON'T FORGET TO COMPLETE THE NEXT PAGE FOR YOUR CATALOGUE LISTING.

14 - Catalogue listing

IF YOU NEED HELP COMPLETING THIS FORM, PLEASE CONTACT GENEVIÈVE DUBROQUA ON +33 (0)5 56 11 99 17

THIS SECTION FOR VINITECH/SIFEL USE ONLY	
Customer code <input style="width: 50px;" type="text"/>	Registration No. <input style="width: 50px;" type="text"/>

NB: The exhibitor is solely responsibility for the content of the information provided herein. Please write legibly.

EXHIBITOR LISTING

CO-EXHIBITOR (indicate the name of the company hosting you)

<input type="checkbox"/>	INDICATE HERE THE LETTER UNDER WHICH YOU WISH TO BE LISTED IN THE DIRECTORY
NAME or official company name of exhibitor or co-exhibitor	
ADDRESS	
.....	
TEL.....	FAX.....
E-MAIL	WEB ADDRESS
ADDITIONAL ADDRESS.....	
.....	
TEL.....	FAX.....
E-MAIL	SITE WEB
WORDING (general description of equipment being exhibited)	
.....	
.....	

► **EXHIBITOR LISTING BY EQUIPMENT CATEGORY (HEADINGS)**

Please write legibly the codes that appear next to each item heading that corresponds to the types of equipment you are exhibiting on your stand.

EQUIPMENT CODE AS PROVIDED IN THE LIST OF CATEGORIES				
<input style="width: 90%;" type="text"/>	<input style="width: 90%;" type="text"/>	<input style="width: 90%;" type="text"/>	<input style="width: 90%;" type="text"/>	<input style="width: 90%;" type="text"/>
<input style="width: 90%;" type="text"/>	<input style="width: 90%;" type="text"/>	<input style="width: 90%;" type="text"/>	<input style="width: 90%;" type="text"/>	<input style="width: 90%;" type="text"/>
<input style="width: 90%;" type="text"/>	<input style="width: 90%;" type="text"/>	<input style="width: 90%;" type="text"/>	<input style="width: 90%;" type="text"/>	<input style="width: 90%;" type="text"/>

Brands represented* (capital letters)	Country of origin**	Please state whether: direct importer, sole distributor, subsidiary or other (please specify)
.....	<input style="width: 50px;" type="text"/>
.....	<input style="width: 50px;" type="text"/>
.....	<input style="width: 50px;" type="text"/>

* The exhibitor must provide Congrès et Expositions de Bordeaux with proof of exclusivity as issued to him by the companies whose products he is exhibiting.

** Definition of foreign exhibitor: (extract from French decree dated 12 June 2006 relating to the declaration procedure required prior to commercial events, Article 1, Paragraph 4: "an exhibitor is deemed foreign and to come from another member state of the European Union or other country if his contract with the Organiser specifies an address in this Member State or country, or if he provides a sworn statement of his nationality".

<input type="checkbox"/> I hereby declare that I represent the companies, brands or products stated in my catalogue listing.
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Name and title of signatory	Date, signature and stamp
.....	
.....	

► **LISTING OF COMPANIES REPRESENTED**

Indicate on the **next page** the names of the companies represented at the show. State one brand only per box. In the alphabetical listing, companies will be cross-referenced with the name of the main exhibitor and will be included in the list of exhibited equipment according to the identification codes indicated on the next page. A flat fee of €180 + VAT per firm for the catalogue listing will be billed to the exhibitor's account. The exhibitor must provide Congrès et Expositions de Bordeaux with proof of representation as issued to him by the companies whose equipment he is exhibiting.



► **LISTING OF COMPANIES REPRESENTED**

INDICATE HERE THE LETTER UNDER WHICH THE REPRESENTED COMPANY SHOULD BE LISTED

NAME or official company name

ADDRESS

TEL FAX E-MAIL WEB ADDRESS

WORDING (general description of equipment being exhibited)

EQUIPMENT CODE AS PROVIDED IN THE LIST OF HEADINGS (SEE ATTACHED CLASSIFICATIONS)

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INDICATE HERE THE LETTER UNDER WHICH THE REPRESENTED COMPANY SHOULD BE LISTED

NAME or official company name

ADDRESS

TEL FAX E-MAIL WEB ADDRESS

WORDING (general description of equipment being exhibited)

EQUIPMENT CODE AS PROVIDED IN THE LIST OF HEADINGS (SEE ATTACHED CLASSIFICATIONS)

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INDICATE HERE THE LETTER UNDER WHICH THE REPRESENTED COMPANY SHOULD BE LISTED

NAME or official company name

ADDRESS

TEL FAX E-MAIL WEB ADDRESS

WORDING (general description of equipment being exhibited)

EQUIPMENT CODE AS PROVIDED IN THE LIST OF HEADINGS (SEE ATTACHED CLASSIFICATIONS)

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To register more represented companies, please photocopy this page in advance.

15 - Show Regulations

PREMIERE - The regulations for the event are governed by the general regulations for trade fairs and exhibitions in France, which are fully applicable to all events organized by the Bordeaux Exhibition Centre and its subsidiaries.

DATE AND DURATION - Article 1 - The Organizers specify the dates and location of the event. In cases of force majeure, the dates and location may be modified. The Organizers are exonerated from all liability for any possible prejudice (including disturbance of property and commercial losses of any kind) that Exhibitors may suffer for any reason whatsoever and, in particular, for delayed opening or premature closure of the event, closure or destruction of stands, fire or other damage, or total or partial destruction of the installations and premises. If, due to a case of force majeure or any event outside the Organizers' control, it were to become impossible to obtain the necessary premises, making it unfeasible to carry out any of the operations required to hold the event, the Organizers would be entitled to cancel confirmed requests for sites at any time, by informing Exhibitors in writing. Exhibitors will not be entitled to claim any compensation or indemnity, whatever the reason for the decision to cancel. Any sums remaining after the payment of all expenses incurred will be distributed among the Exhibitors proportionately to the sums they have paid. Exhibitors expressly waive the right to make any claim against the Organizers, in any capacity and for any reason whatsoever, or to demand damages or an indemnity for breach of contract. The Organizers may cancel or postpone the event if there are not enough participants. Exhibitors who have already registered will have their down payment or Exhibitors' fees reimbursed. Until the closing date for registrations, Exhibitors remain liable for any risk related to a possible cancellation of the event and, in particular, they are liable for any expenses they may have incurred in preparation of the event.

CHECKING AND ACCEPTING APPLICATIONS - Article 2 - Only one site will be allocated to each brand. If the application is not signed by the manufacturer, applicants must submit the manufacturer's approval for products to be exhibited to the Organizers. Applications are accepted subject to approval. The Organizers may decide to admit or refuse applicants at any time, and will not be obliged to give reasons for their decision. Applicants whose applications are refused cannot argue that they have been admitted to previous exhibitions, nor that their application was invited by the Organizers. Correspondence between the applicant and the Organizers or the fact that the registration fees have been cashed, or even the publication of the applicant's name in a list of any kind, cannot be cited as proof of admission. Rejection of an application will not entitle the applicant to any indemnity other than the reimbursement of any sums already paid to the Organizers. Admission to one event does not imply eligibility for admission to any later event. The Organizers have the right to retain handling charges or registration fees, whatever the outcome of the application.

CLASSIFICATION - Article 3 - The Organizers are responsible for allocating stand sites. They may modify the size or location of a stand at any time, if they feel it is necessary for any reason, in particular if they have received a large number of applications. No reservations will be accepted from applicants. If the modification reduces the surface area of a site, there will simply be a proportionate reduction in the price.

APPLICANTS' OBLIGATIONS - Article 4 - Once an application has been accepted, the applicant is considered to have made a final, irrevocable commitment, and is then liable to pay the full amount of the invoice (article 11.8 of the general regulations for trade fairs and exhibitions, approved by the Minister of Trade - order dated 7-4-70). Signing an application commits the applicant to occupying the allocated stand or site at least 24 hours before the event opens and leaving their installation in place until the exhibition closes. Goods may not be removed until 8 a.m. on the day after the exhibition closes. If then applicant withdraws after the application has been accepted, the Organizers are entitled to all sums paid or remaining due for the stand rental, even if the site is rented to another Exhibitor. Signing an application implies acceptance of these regulations, the general terms of sale, and any measures taken to keep order, enforce law, or ensure proper security (specifications) that may be prescribed by the appropriate authorities or Organizers. Any breach of these regulations or the special regulations may lead to the immediate, temporary or permanent exclusion of the Exhibitor concerned, who will not be entitled to any indemnity or reimbursement of sums paid, without prejudice to any legal proceedings which may be initiated against them.

OFFICIAL ADDRESS - Article 5 - For the duration of the event, including setting up and stand clearance, Exhibitors declare that their official address will be that of the site allocated to them on the exhibition premises.

PAYMENT - Article 6 - The total amount of the stand rental is due when the application is signed, according to the terms printed on the application form. If payment is required by revocable letter of credit (RLC), simple letter of credit, or promissory note, Exhibitors agree to instruct their bank to pay the agreed amounts by the due dates. Non-payment of the amount due on one of the indicated due dates will be considered as default, with no need for any formal notice to that effect. Furthermore, the Organizers may consider that the application is rescinded, without any other formality being required. Interest will be automatically applicable on any sums due to the Organizers remaining unpaid on the due date, with no need for any formal notice to that effect. Interest will be calculated on the basis of the bank rate applicable on the due date, plus three points. If legal proceedings have to be taken for non-payment, the Organizers reserve the right to apply a standard penalty equivalent to 15% of the total sums due, without prejudice to any other claim for damages or compensation on the basis of article 700 NCP. It is expressly agreed that equipment, installations, and goods on the stand or site allocated to the applicant are considered to be on deposit to the Organizers as security for the sums owed. If the Exhibitor defaults on payment of any sums due in application of this contract, the Organizers, may claim the benefit of this security and withhold the goods until payment has been made in full, according to the terms of the lien agreement attached to the pledge contract. In this case, once the Organizers have served formal notice that they intend to apply this clause, they may call in a Bailiff to make an official inventory of the goods withheld and prevent them from being removed.

FAILURE TO OCCUPY - Article 7 - The invoice amount remains due by Exhibitors under all circumstances. Stands or sites that have not been occupied 24 hours before the opening of the event may be allocated to another firm and the applicant who has not taken possession of the site may not claim any damages whatsoever, nor even the reimbursement of sums already paid.

NO TRANSFER OR SUBLETTING - Article 8 - Transfer of all or part of a stand or site to another Exhibitor is prohibited. However, if the Organizers agree, several manufacturers in a similar sector may occupy a stand jointly, provided that each Exhibitor pays the requisite handling charges.

DECLARATION OF ITEMS EXHIBITED - Article 9 - Exhibitors must provide a full list of all the products they intend to exhibit on their application form (see page for catalogue). Applicants who are agents or brokers must also list the names and addresses of the companies whose products they intend to exhibit. The Organizers reserve the right to remove without notice any product not included on the application form, or to expel any firm that has not been approved under the aforementioned conditions, without prejudice to the application of the sanctions specified in article 4 of these regulations to the offending firm.

EQUIPMENT ACCEPTED - Article 10 - Exhibitors agree only to exhibit equipment that complies with the nomenclature. Products exhibited must comply with current standards and safety regulations.

PROHIBITED PRODUCTS - Article 11 - Explosives and, in general, all dangerous or harmful products are prohibited. The operation of apparatus, and the installation or distribution of objects likely to be annoying or dangerous for other Exhibitors or visitors are prohibited. Lighting fires in the exhibition halls is also prohibited. The exhibitor shall allow the organiser to verify at any time that there are no private aerials on his stand(s). In the event the exhibitor refuses, electric power to the stand(s) will be suspended.

ACCESS TO SITES - Article 12 - Exhibitors will have access to stands and sites two days before the event opens. Stands are marked on the ground, unless this is absolutely impossible, in which case a waiver must be obtained. Stands must be kept impeccably clean and tidy throughout the event. Stands must be cleaned every day at the Exhibitors' expense and cleaning must be completed by the time the event opens to the public.

MODIFICATIONS TO INVENTORY - Article 13 - When Exhibitors take possession of the stands they have been allocated, they must notify the Organizers of any existing damage to their site. Claims must be presented to the Organizers on the day Exhibitors take possession of their sites, otherwise any repairs required will be invoiced to them. Digging in the ground under the stands, cutting or damaging partitions, floors, or ceilings, or any of the equipment provided by the Organizers in any way whatsoever is prohibited. Installation of bearings, saddles, transmissions, or motors, i.e. using walls, posts, or floors of stands as supports for heavy weights or mechanical stresses is strictly prohibited. In case of any breach of this regulation, Exhibitors will be held fully liable for any damage, annoyance to neighbouring stands, or accidents, without prejudice to application of the sanctions specified in article 4 of these regulations.

ARCHITECTURE COMMISSION - Article 14 - In the context of the overall presentation and decoration scheme for the event imposed by the Organizers, this commission is responsible for examining all individual construction or installation projects envisaged by Exhibitors (mezzanines, advertising or decorative designs, illuminated signs, animation, etc.). Banners are strictly prohibited in all cases. Sides of stands adjacent to aisles must not be closed with full partitions.

SPECIAL WORK - Article 15 - Applicants whose installations require special work (earthworks, pipes, removal of partitions, reinforced floors, etc.) must give details in the "observation" section on the application form, indicating, as far as possible, the extent of the work required. Removal of partitions and floor reinforcement but no other work will be carried out at the Organizers' expense, provided that they are notified one month before the opening of the event. After that date, any modifications will be invoiced to Exhibitors.

SUBCONTRACTING - Article 16 - Exhibitors may, if they wish and agree to accept full liability, subcontract to third parties, hereinafter referred to as subcontractors, all or part of the site allocated to them, subject to the following conditions:

- that subcontractors concerned must not previously have been involved in a major conflict with the Organizers, and that the contract between the Exhibitor and the subcontractors must include as an integral part:
 - all the clauses in the Organizers' general terms of sale that may be applicable to them, and no provisions constituting modifications or waivers to these terms,
 - a clause whereby Exhibitors' subcontractors waive the right to make any claim on the Organizers for any direct or indirect damage or moral prejudice that the Organizers may cause to Exhibitors, their subcontractors, their goods, their representatives, or goods belonging to the latter,
 - an irrevocable commitment on the part of the Exhibitors' subcontractors to obtain a waiver in the same terms from their insurance company

Exhibitors guarantee the Organizers that these waivers will be provided by subcontractors and their insurance companies and agree to compensate the Organizers for any direct or indirect consequences of any legal or informal claims or proceedings against the Organizers on the part of Exhibitors' subcontractors, their representatives and/or their insurance companies including expenses and fees that the claimant may have paid to enforce their rights. The fact that Exhibitors may have contracts with subcontractors does not modify their contractual relationship with the Organizers in any way - Exhibitors remain solely liable to the Organizers for ensuring that the contract is perfectly executed. Exhibitors' subcontractors will be considered by the Organizers to have been authorized by the Exhibitors to act on their behalf.

SAFETY - Article 17 - Exhibitors agree to comply with the safety specifications, and, in particular, the order dated January 11th 2000 prescribing safety regulations to control the risk of fire and panic in establishments open to the public. All installations made by Exhibitors are carried out on their own liability. They must comply with the safety specifications and may be inspected by the Commission Départementale de Sécurité (Departmental Safety Commission) who may issue a warning, specify obligations, or even decide that the stand may not be used. All decorative materials must be fireproofed or treated with flame-retardant and comply with the safety standards set by ministerial regulations. The Organizers refuse to accept any liability if the closure of a stand is ordered by the Safety Commission due to non-compliance with current regulations. Exhibitors must be present on their stands during the safety inspection and comply, throughout the event, with all safety measures specified by the Authorities or the Organizers.

DEMONSTRATION MACHINES AND EQUIPMENT - Article 18 - All demonstration machines must be equipped with a safety system. Demonstrations must always be free of charge for visitors.

SIGNS, POSTERS - Article 19 - It is prohibited to place advertising boards or signs outside stands, other than in places reserved for this purpose. In case of any breach of this regulation, the Organizers will have the offending item removed, at the Exhibitor's expense and risk, without prior notice.

SALES PRACTICES - Article 20 - Documentation may only be distributed inside stands. Likewise, visitors must not be bothered or harassed in the aisles. Advertising one's wares in a loud voice or using a microphone and soliciting are strictly prohibited. Advertising involving prices and the distribution of give-aways are subject to the general regulations laid down in ministerial orders. It is prohibited to advertise products other than those specified on the application form in any way whatsoever. Forced sales are strictly prohibited.

NOMENCLATURE - Article 21 - Only those products and equipment listed in the official nomenclature for the event will be admitted.

DISPLAYING PRICES - Article 22 - Exhibitors must comply with current regulations for price displays and labelling, as specified in ministerial order n° 25 921, issued in the "Bulletin Officiel des Prix" (Official Prices Bulletin) on September 16th 1971.

PURCHASE COUPONS - Article 23 - Exhibitors agree to accept any purchase coupons that may be circulated by the Organizers during the event. These coupons will be invoiced directly on presentation to the CEB.

OPENING AND CLOSING HOURS - Article 24 - Stands must remain open to visitors during the opening hours of the event. It is prohibited to keep exhibited goods covered during opening hours.

CLEARING SITES - Article 25 - All sites must be returned to their initial condition at the Exhibitor's expense and cleared within 24 hours after the event closes. If, for any reason, the site is not in a proper condition for use on the specified date, or if it has been damaged, or if it is not in the same condition as it was when the Exhibitors set up their installation, the Organizers may use any means they think appropriate to clear the site completely or have it cleared and carry out any necessary repairs. Exhibitors hereby authorize the Organizers:

- to destroy all consumable equipment and installations,
- to remove and store any other equipment, installations, and goods on the site, as the Organizers see fit,
- to return the site to its initial condition,
- and to carry out any necessary work.

All these operations will be carried out at the Exhibitor's expense and the Exhibitor expressly waives any right to make a claim against the Organizers concerning the destruction, removal, or storage of goods, repair work, or any of their consequences. Exhibitors agree to make every effort and to take, with the greatest urgency, any action including legal proceedings to ensure that the site is actually returned to the Organizers as rapidly as possible, in proper condition, having repaired any damage.

COMPULSORY INSURANCE - Article 26 - The insurance premium covers:

- 1st) Goods and equipment exhibited, as well as stand fittings and installations, up to an initial claim of **15,300,00 €**. Exhibitors' coverage is strictly limited to material damage and excludes loss of use, profits, or business. There is not covered during setting up and stand clearance.
- 2nd) Exhibitors' Civil Liability towards third parties for all bodily injury and (or) material damage, and (or) moral prejudice caused by their activities or those of their representatives. Exhibitors waive all right to claim against the Organizers, the owners of the exhibition site, and their insurance companies, for any bodily injury, material damage, and moral prejudice that they or their representatives may suffer.

OFFICIAL CATALOGUE - Article 27 - An official catalogue will be issued. The Organizers decline any responsibility for accidental mistakes or omissions that may occur.

WORKING CONDITIONS ON THE EXHIBITION SITE - Article 28 - During site setting-up and clearance, as well as throughout the event itself, Exhibitors agree only to employ properly declared workers, under the conditions established by current law and regulations on working conditions. Subcontractors will be obliged to apply the same conditions. Inspections may be carried out on the initiative of the Labour Inspection Department during the preparation phase and the event itself.

RIGHT OF USE AND COPYRIGHT - Article 29 - Participants (exhibitors, co-contractors, etc...) expressly authorise, entirely free of charge, the use of their name, address, and image exclusively with the framework of the exhibition, as well as any other advertising or promotional campaign related to the event. In keeping with article 34 of the French Data Protection law dated 6 January 1978, participants are entitled to access, modify, correct, or remove information that concerns them. In order to do so, a letter must be posted to Congrès et Expositions de Bordeaux - Rue Jean Samazeuilh - BP 55 - 33030 Bordeaux Cedex - France.

JURISDICTION - Article 30 - Both parties expressly agree that the Bordeaux Courts will have sole jurisdiction in case of dispute.



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