

Düsseldorf, 30/07 – 01/08/14

## 118. GDS

GLOBAL DESTINATION FOR SHOES & ACCESSORIES Düsseldorf 30/07 - 01/08/14

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## 1 Organizer

Messe Düsseldorf GmbH Messeplatz Stockumer Kirchstraße 61 40474 Düsseldorf Germany Postal address: P.O. Box 10 10 06 40001 Düsseldorf Germany Phone: +49 (0)211-45 60 01 Fax: +49 (0)211-45 60-668 Internet http://www.messe-duesseldorf.de (referred to as Messe Düsseldorf in the text)

## 2 Title of event

GDS GLOBAL DESTINATION FOR SHOES & ACCESSORIES DÜSSELDORF

## 3 Sponsors

Bundesverband des Deutschen Schuheinzelhandels e.V. Salierring 44 50677 Köln Germany Phone +49(0)221 240 91 07 Fax +49(0)221 240 86 70

HDS/L – Bundesverband der Schuh- und Lederwarenindustrie e.V. Berliner Straße 46 63065 Offenbach/Main Germany Phone +49(0)69 829 74 10 Fax +49(0)69 81 28 10

## 4 Venue

Düsseldorf, Exhibition Centre Halls 1-5, 7.0, 9

## **5** Duration, opening times and dates

Start of hall planning: 17/01/14

Stand construction: 25/07/14 (7.30 am) - 29/07/14 (10 pm)\*

Duration: 30/07 - 01/08/14

Opening times: Wednesday 9 am to 6 pm Thursday 9 am to 6 pm Friday 9 am to 5 pm

Stand dismantling: 01/08/14 (6 pm) - 03/08/14 (4 pm)\*

Breakdown: Dismantling of stands may commence immediately after the end of the exhibition.

It is not allowed to pack exhibits, remove them from the Fair Grounds or start dismantling in any other way before the closing of the Exhibition. The exhibitor will be ogliged to pay a fine of  $\in$  1,000 to Messe

Düsseldorf if this rule is not observed. \*Subject to alteration

## 6 Product offer

The **GDS** trade fair is an international footwear and accessories trade fair offering a comprehensive overview of supplier companies' sample collections to footwear and textiles/leatherwear traders. A collection refers to a homogenous product range presented as a single unit as far as shoe/accessory type, quality, price, fashion style and target audience are concerned. A list of allowable products can be found on Form B "Product Categories". GDS is divided into three segments, which will be taken into consideration in allocating exhibitors and their stands:

### HIGHSTREET

HIGHSTREET is the main shopping venue for large brands and trendy collections.

Products here cover a spectrum from contemporary and sporty all the way through to classic and wellness-oriented. Flagship brands present their design and fashion prowess at individual brand stands. Performance, accessories and kids each form their own microcosm within the world of Highstreet.

### POP-UP

Brands and collections with unmistakable profiles that create trends in hip urban districts while constantly reinventing their products – that's POP-UP.

### STUDIO

STUDIO stands for premium brands at home in the world's luxury locations. This is where trends are born. Styles range from reduced to glamorous. Craftsmanship, sophisticated design and perfection are the hallmarks of the collections on show here.

Exhibitors must indicate the intended exhibition category and list the collections and country of origin in their registration.

Products and collections not named on the list of allowable items must not be exhibited or offered. Non-allowable goods may be removed by the trade fair company at the expense of the exhibitor. **Direct selling is prohibited.** Flammable products and exhibited items are only allowable in the stand area to the extent permitted by the trade fair company. Marketing may only occur at the approved stand space. Each exhibitor may only take orders for, sell or market products and services that are listed in the approval. Exhibits may only be delivered or removed from the stand once the event has ended.

## 7 Participation fees and other charges

The following net participation fees have been set for GDS. Prices apply as per square metre of floor space.

HIGHSTREET	€	162.00/m²
HIGHSTREET kidwalk concept		325.00/m <sup>2</sup>
HIGHSTREET accessories concept		345.00/m <sup>2</sup>
POP-UP	€	202.00/m²
STUDIO CONCEPT (Full Package)	€	325.00/m²
STUDIO AVENUE (Half Package)		
open		285.00/m²
closed	€	295.00/m²
Withdrawal fee before admission	€1,000.00	

# Withdrawal fee before admission $\in$ 1,000.00Media fee $\in$ 350.00Additional exhibitor passes $\in$ 33.61

Additional exhibitor passes € 33.61/each Includes validity as a public transport ticket for all means of transport integrated in the Rhein-Ruhr-Verkehrsverbund (VRR transport authority - price category D, region South/Süd).

The media-flat rate to be paid by every exhibitor serves the publishing of the exhibitor data in the electronic media and possibly other media along with use of the event's Internet page by the exhibitors.

Charges for services are printed on the respective order forms. An advance payment for these services will be charged on the basis of the amount

charged for the last event. Exhibitors who did not participate in the latest event shall have to make such advance payment in the amount of  $\in$ 15.00 per square metre. After-fair settlement of accounts shall be based on services actually ordered.

An additional charge of  $\in$  0.60 per m<sup>2</sup> is levied as a contribution to the Confederation of German Trade Fair and Exhibition Industries (AUMA).

The minimum size is 16 m<sup>2</sup>, with the exception of concept areas and designer stands. Smaller units are possible there. Decisions regarding placement in the concept areas and designer stands are made by a jury of experts. Smaller areas under 16 m<sup>2</sup> will only be made available if such areas necessarily result from the allocation process. The participation fee does not include any stand demarcation walls.

The calculation of the floor space price for the stand area is generally based on square metres and applies independently of the number of actual event days for the entire duration of the event, including installation and dismantling times as announced by the organiser. Each partial square metre of rectangular floor space will be billed in full (not considering protrusions, columns, pillars and the like). Small deviations from calculated measurements are allowable without any duty of replacement. Any complaints regarding the size of the stand area must be reported to the organiser during the event so that verification can take place then and there. Complaints raised afterwards cannot be accepted. Any additional services not included in the participation fees will be invoiced separately.

The flat-rate media and service fees are payable along with the stand lease invoice. Media and service fees will not be refunded in case of non-participation.

The participation fee and all other fees are calculated in euros and are considered net prices. VAT tax in the statutory amount at the time of the event will be invoiced and must be paid, unless statutory regulations determine otherwise.

### 8 Exhibitor passes

The exhibitor passes (see No. 7 of the Special Conditions of Participation) are exclusively for the exhibitor, his/her stand staff and representatives. In the case of misuse the passes will be withdrawn without replacement.

Every exhibitor will receive 3 exhibitor passes, free of charge, for a stand measuring up to 20 m<sup>2</sup>. One extra exhibitor pass will be made available for each additional 15 m<sup>2</sup>, or part thereof, up to a maximum of 50 passes. Additional exhibitor passes may be ordered, for a fee, from the trade fair company once the online approval process (OOS) has been completed.

## 9 Circulars

Exhibitors will be informed by circular of further regulations in connection with the Exhibition. All points made in these circulars shall be deemed to form part of the Conditions of Participation.

## **10** Special events

Exhibitors are not permitted to hold or participate in exhibitions – apart from ones within their own permanent places of business – within a 50 km radius of the Trade Fair during the 5 days prior to and during the fair. The Trade Fair organisers reserve the right to close down the stands of exhibitors who violate this regulation.

## **11** Derogations / Additions

### Admission

By derogation from Item 2 of Part B, General Terms and Conditions of Participation, the following shall apply for GDS:

Über die Vergabe und Zuteilung der Standfläche und der Stände sowie über die Genehmigung der zugelassenen Ausstellungsgüter entscheidet die Messegesellschaft unter Berücksichtigung der vorhandenen Ausstellungsfläche nach pflichtgemäßem Ermessen unter ausstellungstechnischen, konzeptionellen Gesichtspunkten. Der Veranstalter ist dabei bestrebt, aber nicht verpflichtet, die Wünsche des Ausstellers bezüglich Standort und Standmaßen zu berücksichtigen.

Es besteht kein Rechtsanspruch auf Zulassung. Aussteller, die ihre Verbindlichkeiten gegenüber der Messegesellschaft – auch aus einer früher durchgeführten Veranstaltung nicht erfüllt und / oder in anderer Weise gegen ihre Pflichten aus dem Teilnahmevertrag verstoßen haben, können von der Zulassung ausgeschlossen werden.

Die Messegesellschaft bestätigt dem Aussteller unmittelbar nach Beendigung der Aufplanungsphase rechtzeitig vor Veranstaltungsbeginn, ob der Aussteller zugelassen wird. In der Regel erhält der Aussteller mit der Zulassung die Platzierung. Mit Übersendung der Zulassung ist der Teilnahmevertrag hinsichtlich der jeweiligen Veranstaltung zwischen Veranstalter und Aussteller geschlossen.

Die Zulassung ist nicht übertragbar; der Aussteller darf den Stand nicht ohne schriftliche Zustimmung des Veranstalters ganz oder zum Teil entgeltlich oder unentgeltlich Dritten überlassen.

Der Veranstalter ist berechtigt, vom abgeschlossenen Vertrag zurückzutreten und Schadensersatz zu verlangen, wenn die Voraussetzungen für die Zulassung später wegfallen oder die Zulassung auf falschen Angaben des Ausstellers beruhen oder der Aussteller in nicht unerheblicher Weise gegen den Vertrag einschließlich der Teilnahmebedingungen verstößt.

Die Messegesellschaft kann, wenn es die Umstände zwingend erfordern, unter Darlegung der Gründe – abweichend von der Zulassung und unter Berücksichtigung der Zumutbarkeit für den Aussteller – einen Platz in anderer Lage zuweisen oder die Standgröße geringfügig verändern. Sie behält sich vor, die Ein- und Ausgänge zum Messegelände und zu den Hallen sowie die Durchgänge zu verlegen.

### **Co-exhibitors and group stands**

By derogation from Item 4 of Part B, General Terms and Conditions of Participation, the following shall apply for GDS:

Without the prior consent of Messe Düsseldorf, exhibitors are not permitted to give their allotted stand either fully or in part to a third party, whether for payment or free of charge.

Including other companies in the stand in the form of a group stand or co-exhibiting products from another company except for those listed by the exhibitor in the registration and approved by the trade fair company is not permitted.

Messe Düsseldorf can authorise group stands provided they are in keeping with the overall pattern of the event.

The respective organiser shall be liable for other group exhibitors.

### Stand construction and design

By derogation from Item 13 of Part B, General Terms and Conditions of Participation, the following shall apply for GDS:

To ensure a good overall impression Messe Düsseldorf has devised guidelines regarding the standard of stand construction and design. The specifications are contained in the Technical Regulations which are binding for exhibitors and stand contractors. Messe Düsseldorf reserves the right to give the necessary instructions on (e.g. on the intallation of floor coverings or stand boundary walls). Additional charges may be levied depending on the stand construction (see participation fees).

For both exhibitors and stand contractors the Technical Regulations constitute an integral part of the contract. These are available in the currently valid version on request, subject to subsequent modifications, and become binding for the event.

**Design:** Stands may be constructed using own materials as long as the special conditions for each segment (see below) are met. Each exhibitor must design back walls of stands neutrally and cleanly in the colour spectrum white, grey or beige so as not to infringe on the rights of neighbouring stands. In general, the closed-off portion of a side facing a hallway must not exceed 30%. Sides facing a hallway may be broken up through the installation of glass cases, alcoves, display stands and the like in order for the stand to reflect the open character of the event. In doing so, however, it is even more critical that wide entrances, exits and passageways be integrated. Each stand must be constructed, designed and operated in such a manner as to allow visitors a view into the stand from the hallway without having to enter the stand itself. Accessibility should be considered when constructing the stands. Furthermore, wallpaper is to be affixed to stand demarcation walls. Two-storey construction is not permitted.

In designing the stands, the exhibitor must consider the character and appearance of each event. Based upon this premise, the organiser has the right to require stand design changes.

Any applicable laws and administrative regulations shall be binding for the exhibitor and his contractors. Freight forwarding at the venue, i.e. off-loading and loading including provision of technical aids and delivery to the stand as well as customs clearance for temporary or permanent import must be handled exclusively by freight forwarders contracted by the trade fair company.

Once a stand has been assigned, each exhibitor must generally submit a scale drawing of the stand (layout and different views, if possible in 1:50 scale in metric measurements) to Messe Düsseldorf for approval. The intended stand design including any lettering must follow clearly from the drawing. In addition, stand constructions larger than 80 m<sup>2</sup> must be architecturally coordinated with the organiser.

### Special conditions apply for the individual segments:

### Pop-Up:

The installed height of stand back walls adjacent to hall walls in the outdoor area generally is 4 m. Side walls dividing stands from neighbouring stands must be exactly 2.5 m. However, the front wall may be designed more flexibly, as long as it does not exceed a height of 2.5 m. By contrast, the general installed height of all sides in the indoor area is 1.6 m, incl. all structures and design elements. Banners or any other fixtures hanging from the ceiling are not permitted. The organiser will provide sufficient basic lighting for the stands. Additional lighting may be ordered individually upon request and with permission. Individual music is not permitted at the stand.

#### **Highstreet:**

The maximum installed height in this area generally is 5 m. The kids and accessories areas are each split into a respective concept area (Full Package from Messe Düsseldorf) and an area where exhibitors may present themselves with their own stand design. Different special conditions apply to the maximum installed height in the accessories area: The maximum installed height there is 3 m in outdoor areas (for exhibitors' own stand designs) and 1.6 m indoors (concept area). Full Package means that uniform stands are provided by the organiser and included in the participation fee.

Exhibitors that have been assigned to the Highstreet segment and showing accessories exclusively can only be placed in the Highstreet accessories area. Placement in other Highstreet areas is not possible. In general, decisions on participation in the accessories segment, in particular in the concept area, are made by a jury. The product categories found on Form B are to be taken into consideration.

#### Studio:

Uniform Studio concept stands are provided by the organiser and are included in the participation fee (Full Package). No individual stand space design of any kind is possible. The organiser reserves the right to remove any non-approved elements. In the Studio Avenue area, the organiser will provide a Half Package (lighting, stand walls and flooring). The design of the remaining elements shall be executed in coordination with and upon written approval by the organiser.

Exhibits, printed materials and advertising materials may only be displayed within the leased stand area but not in hallways or other parts of the Exhibition Centre. Concerning outdoor advertising, please refer to the range of services provided by the trade fair company. Only exhibitor advertising related to the trade fair not in violation of any legal regulations or good morals and not of an ideological or political nature are permitted. Certain types of comparative and superlative advertising in the various product groups of the exhibition must be followed. The trade fair company has the right to prohibit the hand-out and display of advertising materials that might give rise to complaints and to confiscate for the duration of the event any existing stocks of such advertising materials. The law of the Federal Republic of Germany is applicable.

The German text is binding.

Düsseldorf, November 2013 Messe Düsseldorf GmbH

### **B** Conditions of Participation General Section

### **1** Application for space

Applications for space shall be made in duplicate, using only the enclosed form, acknowledging the Conditions of Participation and the subsequently issued Technical Regulations. Completed and officially signed application forms should be sent to

Messe Düsseldorf GmbH

Postbox 10 10 06

40001 Düsseldorf

Germany.

Applications which have been completed electronically are legally binding only if they have been signed in the form of an advanced electronic signature in line with the European Directive on Electronic Signatures and certified by an authorised third party or authorised with the password of the Online Order system (OOS) of the previous event.

Exhibits must be annotated with the corresponding code number according to the List of Exhibits and for machinery and installations weight and height must be supplied. To ensure accurate representation Messe Düsseldorf may request that brochures and product descriptions be submitted.

Applications made subject to conditions or reservations cannot be taken into consideration.

Every endeavour will be made to meet requests for specific sites, but such requests cannot be recognised as a condition for participation. No undertaking can be given with respect to exclusion of competitors. The application is binding on the applicant, irrespective of whether it is accepted by Messe Düsseldorf or not.

The application will only be considered effected once it has been received by Messe Düsseldorf and it is then binding until admission or final non-admission. Receipt of application and if applicable the deposit cheque will be acknowledged.

Express reference is made to the data protection regulations of Düsseldorf Fair (see www.messe-duesseldorf.de).

## Start of hall planning see section 5 of part A, Special Conditions of Participation.

Any applications received after this deadline may be put on a waiting list, should the areas for which an application was made be overbooked.

The VAT ID No. to be stated by the exhibitor (for exhibitors applying from the EU) or verification of the entrepreneur certificate (for applicants from non-EU-countries) is necessary for purposes of VAT classification of the applicant. The applicant provides assurance that the VAT ID No. or the entrepreneur certificate along with classification for his corporate sector is correct and valid. He is obliged to immediately inform the trade fair company of any changes in this respect. The VAT ID No. or sub-certificate is used by the applicant for participation at the event, it is also used for all other business and transactions between the applicant and trade fair company.

## 2 Admission

Exhibitors at the **event** are the manufacturers of the products. Trading companies will only be admitted if they can provide proof from the manufacturer that they are authorised to display and sell those particular products and services at the show, i.e. the manufacturing company cannot exhibit in addition. This is to preclude the possibility of the same product being exhibited twice.

In principle, only those exhibitors are admitted whose registered exhibits and services are in accordance with the event's List of Exhibits and meet the requirements stated in paragraph 1. The decision as to whether an exhibitor or exhibits can be admitted rests with Messe Düsseldorf, if necessary after consultation with the Admissions Committee. A legal claim for admission does not exist. Exhibitors who have not fulfilled their financial obligations to Messe Düsseldorf or have contravened the Conditions of Participation, the Technical Regulations or legal requirements can be excluded from participation.

Exhibitors will receive written confirmation that they have been admitted with their products. This confirmation applies only to

the designated exhibitor. Notification of admission constitutes the conclusion of the contract between Messe Düsseldorf GmbH and the applicant. The exhibitor will be sent a hall plan showing the location of the stand and where relevant a site plan indicating the hall.

Messe Düsseldorf reserves the right to cancel a stand booking approved on the basis of misleading or false information or if the requirements for participation are no longer met or the booking is no longer in accordance with the admission regulations. If the allotted space is not available for reasons beyond the control of Messe Düsseldorf the exhibitor may claim a refund of the space rental cost; no claims for damage will be entertained.

Messe Düsseldorf may, if required by circumstances and specifying its reasons for doing so, and bearing in mind what is reasonable for the exhibitor, deviate from the notice of admission by allocating space in another position or reducing or increasing the stand size. It reserves the right to alter entrances and exits to and from the exhibition grounds and the halls, as well as throughways between halls.

## **3** Terms of payment

The invoice for participation charges will be sent to the exhibitor together with, or subsequent to, the confirmation of admission and the allocation of space. All complaints must be submitted in writing immediately upon receipt of the invoice. Objections raised at a later date shall not be taken into consideration.

Upon receipt of the invoice for participation charges issued by Messe Düsseldorf it is payable immediately without deduction. Invoices for miscellaneous services or supplies ordered separately are payable with immediate effect, i.e. usually before the relevant show commences, but at the latest at the time the service is provided or the items supplied.

If the exhibitor gives instructions to render accounts to a third party, the exhibitor still remains the debitor.

Remittances should be endorsed with the invoice number, marked the event and made payable to:

Messe Düsseldorf GmbH Postbox 10 10 06 40001 Düsseldorf Germany and paid into one of the following bank accounts:

Deutsche Bank AG Düsseldorf IBAN: DE66 30070010 0164141400 BIC-Code: DEUTDEDD

Commerzbank AG Düsseldorf IBAN: DE05 30080000 0211279600 BIC-Code: DRESDEFF300

Stadt-Sparkasse Düsseldorf IBAN: DE94 30050110 0010117950 BIC-Code: DUSSDEDDXXX

### HSBC Trinkaus & Burkhardt

IBAN: DE64 30030880 0240065053 BIC-Code: TUBDDEDD

### Postbank AG Köln

IBAN: DE67 37010050 0002485508 BIC-Code: PBNKDEFF370

30 days after their due date all invoices will attract interest at 8% above the basic interest rate. If the exhibitor does not effect payment by the date specified (even where stand space has been partially paid), Messe Düsseldorf may cancel the entire allocated stand space and dispose of it else-where.

Section 5 of the Conditions of Participation is applicable with regard to refunding.

For all outstanding liabilities, Messe Düsseldorf may retain the stand equipment and products of the relevant exhibitor as security. Sec. 562a paragraph 2 of the German Civil Code (BGB) does not apply where there is insufficient security. If payment is not made within the stipulated period Messe Düsseldorf is entitled, after written notification, to sell the retained items at their discretion. Messe Düsseldorf is not responsible for damage to and/or loss of the retained items, other than in the case of wilful intent or gross negligence.

## **4** Co-exhibitors and group stands

Without the prior consent of Messe Düsseldorf, exhibitors are not permitted to give their allotted stand either fully or in part to a third party, whether for payment or free of charge. Products or companies other than those specified on the admission slip cannot be advertised on the stand.

Permission to accept co-exhibitors will be given only upon application in writing by the exhibitor to Messe Düsseldorf. The co-exhibitor is liable to the same conditions as the main exhibitor. Any co-exhibitor shall have to pay to the Messegesellschaft the co-exhibitor fee stipulated as well as a non-recurrent lump sum covering advertising costs as well as a flat charge for media. The main exhibitor will, however, always be liable for the payment of the co-exhibitor's fee. If a coexhibitor is admitted without the consent of Messe Düsseldorf, Messe Düsseldorf will have the right to cancel the contract with the main exhibitor without further notice and to clear the stand at the exhibitor's cost. The exhibitor waives the rights of un-warranted interference. The exhibitor will have no right to claim damages.

Co-exhibitors are all exhibitors who are represented on a stand with their own staff and own exhibits alongside the main exhibitor. Companies with close economic or organisational ties are also classified as co-exhibitors. Company representatives will not be admitted as co-exhibitors. Addi-tionally represented companies are classified as those whose exhibits are shown by the exhibitor. Manufacturers of such equipment, machinery or other products which are necessary for the demonstration of an exhibitor's products are not regarded as co-exhibitors or as additionally represented companies.

In accordance with the admissions regulations co-exhibitors can be entered into the catalogue with their full address provided all fees have been paid and the necessary documents have been received by the specified deadline. Messe Düsseldorf can authorise group stands provided they are in keeping with the overall pattern of the event. Exhibitors on group stands are subject to all regulations. If a stand is allocated to two or more companies, each company will be jointly and severally liable to Messe Düsseldorf. Companies on a joint stand should nominate a common representative on the application form.

## **5** Cancellation and non-participation

Applications can be withdrawn up until admission. A withdrawal fee (see Section 7 of the Special Conditions of Participation) plus sales tax is payable.

Following admission, the exhibitor shall not be entitled to rescind the contract nor to reduce the stand area. The participation charges shall be payable in full together with any costs actually entailed. Should Messe Düsseldorf make alternative use of unoccupied areas to improve the general appearance of the show, the exhibitor who reserved the space shall not be released from his financial obligations. If the exhibitor decides not to occupy the stand space allocated to him, If the exhibitor decides not to occupy the stand space allocated to him, and this space can be rented to another party by the fair company (no occupation on swap basis), then the exhibitor must pay 25% of the participation charge, at least however the amount according to Item 7, Section 1 of the Special Conditions of Participation. The exhibitor reserves the right to furnish evidence that the costs required of him are too high. Should a co-exhibitor fail to participate, the co-exhibitor's fee shall be payable in full. The cancellation and non-participation of a main exhibitor automatically results in the exclusion and cancellation of admission for the co-exhibitor.

If insolvency proceedings are pending against an exhibitor's assets, or if such proceedings have been suspended due to inadequate assets, Messe Düsseldorf shall be entitled to cancel the contract without further notice. The exhibitor must inform Messe Düsseldorf immediately and in any case if such proceedings have been initiated. The paragraphs above apply accordingly for any payment liability.

All applications for stand construction at the event still pending approval may be cancelled at no penalty. Any applications cancelled after approval shall be subject to a cancellation fee of  $\in$  250.- for stand construction. Stand construction orders cancelled up between

4 and 2 weeks prior to the beginning of the event will be charged at 50% of the contract sum. After that date we will charge 95% of the contract sum.

## 6 Exhibits, sales regulation

Products or services not included on the admission document cannot be exhibited or offered for sale. Messe Düsseldorf has the right to remove non-approved exhibits at the cost of the exhibitor. The operation and demonstration of exhibits can only be carried out within the framework of accepted standards. Please display the CE-mark where appropriate. Products and exhibits with flammable contents are allowed on the stand only if the quantity falls within the approved limit (Messe Düsseldorf).

Distribution shall only be allowed on the stand area as registered. The exhibitor is only permitted to accept orders for/sell/advertise those exhibits/services which are listed on the admission document. Exhibits may not be removed from the stand until after the event has ended. Selling from the stand prior to the end of the show is not permitted.

Exhibits may not be removed during the exhibition. Also, legal provisions in force (in particular, such as the law on the marking of prices) shall have to observed.

The special legal requirements in the Federal Republic of Germany must be adhered to when marketing and exhibiting certain products, e.g. drugs.

## **7** Catalogue / electronic media

The Exhibitors' Directory is published by the Trade Fair Venue Operator. It is issued both in print and in electronic form on the internet; during the trade fair itself the entry is also shown in KATI, the visitors' information system of Messe Düsseldorf.

The following services are covered by the general media fee listed in section 7 of the Special Terms and Conditions of Participation:

Exhibitors (contractual partners) are entered in the printed version of the Exhibitors' List and on the Internet with their basic data mentioned in the registration: company name, street, post code and city, country as well as stand number.

The publication of further details is subject to additional fees. Such further entry and insertion options will be communicated to exhibitors by the Trade Fair Venue Operator or an instructed thirdparty in detail and in good time.

No liability is accepted for faulty or incomplete entries or for any entries that have been omitted altogether. The content of an entry and any possible resulting damage shall be the liability of the ordering party.

## 8 Publicity within the Exhibition Grounds

Exhibits and the distribution of leaflets and promotional material shall be confined to the exhibitor's own stand area and are not permissible in the hall aisles or elsewhere in the exhibition grounds. Please see the Exhibitor Service Manual for information on advertising in the exhibition grounds. Publicity shall be confined to the promotion of the exhibitor's products and shall not be in breach of statutory regulations or good taste, nor shall it be of an ideological or political nature. Certain forms of advertisements implying comparison or superiority are not allowed in Germany.

Special regulations controlling advertising in the product groups exhibited must be observed.

Messe Düsseldorf reserves the right to prohibit the display or distribution of advertising matter that could give rise to offence and to confiscate existing stocks for the duration of the event.

Optical, mobile and acoustic publicity aids and product presentations are permitted providing they do not disturb neighbouring exhibitors or render inaudible the public address system in the halls. If these regulations are infringed Messe Düsseldorf has the right to intervene and demand immediate modification. The approval and payment of fees may be required by GEMA (equivalent of the Performing Rights Society) for musical performances of any kind: GEMA, Bezirksdirektion Nordrhein-Westfalen,

Südwall 17-19, 44137 Dortmund, Germany,

Tel. ++49 231 577 01-0, Fax: ++49 231 577 01-88. In order to use private radio and/or television channels and additional documentation of channels represented by VG Media, permission must be obtained from VG Media, the company for the use of copyrights and performance protection rights of media companies Oberwallstr. 6, 10117 Berlin, Germany Tel. +49 30 20 90-22 15 Fax: +49 30 20 90-22 14 The copyright laws must be observed.

## 9 Exhibition insurance coverage

### Exclusion of liability

Messe Düsseldorf has drawn up a basic contract that covers all reasonable insurable risks at an exhibition such as fire, lightning, explosion, storm, burglary, theft, breakage, leakage and water damage, including risks during the delivery and removal of exhibits.

Exhibitors who do not avail themselves of the insurance cover offered by the basic contract or fail to do so in time, forfeit the right to claim against Messe Düsseldorf for damages that would have been covered if the proposed insurance had been taken out. The same applies to exhibitors who have applied for insurance cover according to the basic contract, but who were unable to obtain any or sufficient insurance cover due to under-insurance, infringement of contractual obligations or delayed payment of premiums. All damages and losses must be reported immediately to the police, the insurance company and Messe Düsseldorf.

Messe Düsseldorf accepts no responsibility for looking after exhibits and stand fittings and expressly excludes all liability for any loss or damage. This exclusion of liability is in no way limited by the security services provided by Messe Düsseldorf.

Messe Düsseldorf, via a basic contract, also offers exhibitors insurance against cancellation of a show. It covers the costs of the exhibitor for participating in the show inasfar as such participation has to be cancelled, curtailed or amended due to an occurrence which is insured.

Under the terms of this basic contract, exhibitors can obtain cover, at their own expense, for risks during participation at the event. A corresponding form is available to the exhibitor in the ServiceCompass and/or in the OOS.

The Messegesellschaft shall only be liable for damages other than those arising by injuries to life, body, or health if these shall be due to intentional or grossly negligent action or culpable violation of an essential contractual duty by the Messegesellschaft or by any of the persons employed by it in performing such essential contractual obligation. In case of a negligent violation of an essential contractual obligation, liability of the Messegesellschaft shall be limited to contract-typcial and foreseeable damage. Any liability for compensatory damages beyond that shall be excluded.

No reduction of compensation or damages can be entertained which arise as a result of rooms or items designated for use no longer being available.

## **10** Third-party liability and insurance

Messe Düsseldorf has adequate insurance cover for its statutory liability. The General Insurance Conditions for Liability Insurances (AHB) shall apply. The liability insurance covers only those damages and injuries sustained by third parties. Moreover, the cover does not include damages or injuries sustained in cafes or restaurants within the exhibition grounds or at special shows or events not organised by Messe Düsseldorf.

The exhibitor is responsible for providing sufficient insurance cover for his/her own liability. If the exhibitor has no insurance cover for exhibition participation via his/her company insurance, he/she may at his/her own cost obtain cover for liability insurance under the terms of the basic Messe Düsseldorf contract. A corresponding form is available to the exhibitor in the Service Compass and/or in the OOS.

The exhibitor is liable for damages incurred by third parties employed by or acting on behalf of the exhibitor in the same way as those of his/her own making.

## **11** Patents and registered designs

The protection of inventions, samples and trademarks is determined by the legal regulations in Germany. There is no special exhibition protection. On the other hand, neither is there any exemption from the German regulations or the rights of third parties mentioned therein. Patent registrations should be submitted to the Patent Office before the start of the trade fair. Violations of all legal provision in force entitle the trade fair company to exclude the exhibitor from the event.

Messe Düsseldorf endeavours to support exhibitors in their claim for exhibition protection for material and tasting samples under the law within the Federal Republic of Germany for a period of 6 months from the start of the exhibition. For this purpose the legal department of Messe Düsseldorf issues a certificate during the event to the effect that the exhibit for which the protection is sought has been displayed.

Applications should be sent to Messe Düsseldorf enclosing a detailed textual description and a technical drawing, both in duplicate.

## **12** Operation of exhibition stands

During the exhibition opening hours the stand must be manned by a sufficient number of staff and should be accessible to visitors. Exhibitors have no right of access to other stands outside the official opening hours, unless permission has been obtained from the stand exhibitors. Exhibition stands must be operated in accordance with the legal conditions and administrative guidelines.

## 13 Stand construction and design

To ensure a good overall impression Messe Düsseldorf has devised guidelines regarding the standard of stand construction and design. The specifications are contained in the Technical Regulations which are binding for exhibitors and stand contractors. Messe Düsseldorf reserves the right to give the necessary instructions on (e.g. on the intallation of floor coverings or stand boundary walls). Additional charges may be levied depending on the stand construction (see participation fees).

For both exhibitors and stand contractors the Technical Regulations constitute an integral part of the contract. These are available in the currently valid version on request, subject to subsequent modifications, and become binding for the event.

In order to present an attractive optical general impression to visitors, all exhibitors shall be obliged to put out flooring material for the entire stand area.

Additionally, limiting walls of stand shall have to be papered.

The stand construction work undertaken by the exhibitor shall conform with the statutory requirements and with the regulations laid down by the local authorities.

The contracted forwarding agents commissioned by the trade fair company are exclusively responsible for handling forwarding within the exhibition centre, i.e. loading and unloading incl. provision of technical ancillary equipment and transport to the stand as well as customs clearance for temporary or permanent import items respectively.

## **14** Technical services

Messe Düsseldorf provides for the general heating, air-conditioning and lighting in the halls.

Charges for the connection of water, electricity, compressed air and telecommunications to individual stands as well as the charges for consumption and all other services will be invoiced directly to exhibitors (main exhibitor on stand).

Messe Düsseldorf will require appropriate payment in advance.

All such installations on the stands shall be undertaken solely by Messe Düsseldorf. Installation work within the stand area may be carried out by outside contractors whose names shall be provided to Messe Düsseldorf if so requested. Messe Düsseldorf is entitled to inspect the installations but is under no obligation to do so.

The exhibitor is liable for damage caused by installation work. Installations, machines and equipment that are not approved, do

not conform to local official regulations or consume more energy than specified may be removed at the expense of the exhibitor. The exhibitor shall be liable for all damages resulting from uncontrolled use of energy. Messe Düsseldorf can only be held responsible for loss and damage resulting from the disruption of power supplies in accordance with para. 6 AVBELt (Statute for general regulations concerning the electricity supply of tariff customers), § 18 NAV and para. 6 AVBWasserV (Statute for general regulations concerning the supply of water).

## 15 Waste disposal / Stand cleaning

Exhibitors and their contractors are responsible for the removal of their own refuse inasfar as this is not covered by the flat rate costs for waste disposal. Information on the different options for waste disposal at the exhibition complex is given in the Technical Regulations.

Messe Düsseldorf arranges for the cleaning of the Exhibition Centre, the halls and the aisles. The exhibitor is responsible for ensuring that his/her stand is cleaned daily, before the trade fair opens. Only companies appointed by Messe Düsseldorf can be employed for stand cleaning, unless the cleaning of the stand is carried out by stand personnel.

## 16 Security

The general security of the halls and the exhibition grounds is the responsibility of Messe Düsseldorf. During the structure time and the discharge time a general supervision exists. Security begins on the first day of the build-up period and ends in the last hour of the final break-down day. Messe Düsseldorf is empowered to take any necessary security measures.

Security of exhibitors' own belongings must be organised on an individual basis. The responsibility of Messe Düsseldorf for general security does not affect their exemption from liability for damage to property and personal injury. Individual security may only be carried out by the security company appointed by Messe Düsseldorf.

## **17** Domestic authority

Messe Düsseldorf has full authority within the grounds of the exhibition centre for the duration of the event from the start of the build-up period to the end of the break-down period. Messe Düsseldorf reserves the right to issue instructions. Any provisions deriving from the Technical Guidelines and from the specific conditions for participation, if applicable, regarding sanctity of the home shall have to be respected under all circumstances. Animals are not admitted into the grounds of the exhibition centre and photography is not permitted. Messe Düsseldorf reserves the right to have photographs, drawings and films produced of exhibitor activities, exhibitor structures and stands and the exhibits themselves, and to use them for advertising purposes and for press publications; the exhibitor does not have the right to raise any objection. This also applies to pictures taken by the press with the permission of Messe Düsseldorf.

## **18** Reservation of rights

Messe Düsseldorf has the right to postpone, curtail, extend, temporarily close, partially or completely, or cancel the trade fair, should it be necessary, for reasons beyond their control, and taking into consideration the interests of the exhibitors in so doing.

In such justifiable, exceptional circumstances, as in all cases of force majeure, exhibitors shall not be entitled to rescind their contract, claim damages nor reduce the participation charges. If the event does not take place for the afore-mentioned reasons, exhibitors may be charged up to 25% of the participation charges to cover general costs. A larger amount may be demanded from individual exhibitors if they have given instructions for extra work to be carried out on their behalf.

If Messe Düsseldorf is responsible for the cancellation of the event, no participation charges will be payable. Messe Düsseldorf will entertain no claim for damages.

## 19 Final clause

All agreements, individual approvals and special regulations require written confirmation by the trade fair company. Whereever admission documents contain the reference that they haven been drawn up by Messe Düsseldorf GmbH by computer, even if they contain no signature, they are legally binding. If the exhibitor is already registered with Messe Düsseldorf for the relevant event and if he/she has his/her own signature, orders/offers are also valid if they are received by Messe Düsseldorf electronically using this procedure.

All claims by exhibitors against Messe Düsseldorf – with the exception of liability with intent – must be made within 6 months. Claims made thereafter are invalid. The period of limitation starts at the end of the month in which the event finished.

The place of performance and jurisdiction for all mutual obligations is Düsseldorf or, at the request of Messe Düsseldorf, the jurisdiction of the exhibitor's place of business. This also applies to complaints arising from cheques or drafts.

If the exhibitor loses the case, he/she bears the costs of the legal proceedings as well as the costs of any legal representation.

## 20 Salvatorian clause

In the event of any provision of this contract being or becoming wholly or partially ineffective, or should a loophole transpire in this contract, such circumstances shall not affect the validity of the remaining contract. Instead of the ineffective provision and in order to close the loopholes, an appropriate provision shall apply, which in as far as legally possible, most closely approximates the objective which was, or would have been intended by the parties to the contract according to the sense and purpose of the contract, based on their consideration of the provision.

If the ineffectiveness of any provision is due to the extent of service or period (deadline or date), stated therein, it shall be replaced by the legally permitted scope which comes closest to the provision.

The law of the Federal Republic of Germany is applicable.

The German text is binding.