

Application as direct exhibitor

A

Nuremberg, Germany
25–27.9.2018

FachPack 2018

Please return to
NürnbergMesse GmbH
Exhibition Team FachPack
Messezentrum
90471 Nürnberg, Germany
fachpack@nuernbergmesse.de
www.fachpack.de/en

Please send us the application documents **once only!**
(Post or e-mail or online)

Date for returning
31 October 2017

Company name of direct exhibitor _____

Proprietor/Manager _____

Street _____

Postcode, Town, Country _____

Tel. (Company) _____ Fax (Company) _____

E-mail (Company) _____

Internet _____

VAT Reg No

Person to contact _____

Tel. _____ Fax _____

E-mail (Note: Log-in data will be sent to above e-mail) _____

Correspondence address* _____

Invoice address/Authorized recipient* incl. e-mail (see item 9 of the Special Conditions for Participation) _____

* only if different

Entry in the list of exhibitors under name

Application as direct exhibitor (please complete in detail or mark as applicable) and acceptance of the conditions for participation

1. We order stand space in exhibition halls.

For rentals and specifications see item 7 of the Special Conditions for Participation. We desire the following type of stand and stand space (dimensions in meters only):

Front _____ m Depth _____ m Area _____ m²

-  In-line stand (1 side open) EUR 174/m²
-  Corner stand (2 sides open) EUR 198/m²
-  Peninsula stand (3 sides open) EUR 208/m²
-  Island stand (4 sides open) EUR 215/m²

If the application is received after 31.10.2017, a higher stand rental of EUR 10 per m² applies.
Minimum rental for stand space: EUR 2,088.

2. We agree to pay the AUMA fee of EUR 0.60/m² (see item 7 of the Special Conditions for Participation).
3. We order the waste disposal service during the event at a cost of EUR 1.50/m² (see item 7 of the Special Conditions for Participation).
4. We agree to purchase the print marketing services at a price of EUR 399 (see item 15 of the Special Conditions for Participation).
5. We agree to purchase the online marketing services at a price of EUR 499 (see item 16 of the Special Conditions for Participation).
6. We agree to erect min. 2.50 m high stand partitions on all closed sides of our stand space and to lay floor covering.
- We will use **our own** stand material or appoint **our own** stand construction firm.
- We need a **complete rental stand** from a ServicePartner of NürnbergMesse (see following order forms and item 8 of the Special Conditions for Participation).

- We need **stand partitions** from NürnbergMesse and will order these in the Online ExhibitorShop later.

Attention: This is not an order!

7. We need compressed air supply.
 We need water supply/drainage.
- This information is needed for allocating the stand space. We will place the actual order in the Online ExhibitorShop.**
- We will show exhibits with a weight ≥ 5 t and/or a floor space ≥ 6 m². These exhibits must be delivered early by arrangement with the exhibition team.
8. We would like the following stand position, e.g. not next to, close to, exact stand dimensions (no legal claim):

9. Main product group:
(Please enter **one** of the main product groups 1–8 from forms C!)
10. We agree to fully complete forms C in addition to this form A to provide the information used for the exhibitor and product database at www.fachpack.de.

Unless otherwise indicated, all prices stated are subject to statutory VAT if the service is taxable in Germany.

We accept all items of the enclosed Special and General Conditions for Participation. **The stated company data and exhibits can already be recorded and published.** We indicate the name of the company for which we are requesting co-exhibitor status on the attached form.

We can object to NürnbergMesse GmbH using our data for advertising purposes at any time in writing by post (to NürnbergMesse GmbH, Messezentrum, 90471 Nürnberg) or by e-mail (to info@nuernbergmesse.de).

Place and date

Company stamp and authorized signature of direct exhibitor

Application as co-exhibitor

B

Nuremberg, Germany
25–27.9.2018

FachPack 2018

Please return to
NürnbergMesse GmbH
Exhibition Team FachPack
Messezentrum
90471 Nürnberg, Germany
fachpack@nuernbergmesse.de
www.fachpack.de/en

Please send us the application documents **once only!**
(Post or e-mail or online)

We as the direct exhibitor wish to register the company stated below as co-exhibitor
(siehe see item 17 of the Special Conditions for Participation):

Company name of co-exhibitor _____

Proprietor/Manager _____

Street _____

Postcode, Town, Country _____

Tel. (Company) _____ Fax (Company) _____

E-mail (Company) _____

Internet _____

VAT Reg No

Date for returning immediately

Person to contact of co-exhibitor _____

Tel. _____ Fax _____

E-mail (Note: Log-in data will be sent to above e-mail) _____

Correspondence address (only if different) _____

Invoices will always be sent to direct exhibitor _____

Entry in the list of exhibitors under name

Application as co-exhibitor (please copy this form for additional co-exhibitors) and acceptance of the conditions for participation

1. We as the direct exhibitor confirm that the co-exhibitor will be present with his own personnel and products or services.
Company name of direct exhibitor: _____
2. We agree to pay a fee of EUR 599 for each co-exhibitor. This fee includes the co-exhibitor participation fee and print marketing services (see item 18 of the Special Conditions for Participation).
3. We agree to pay a fee of EUR 499 for each co-exhibitor for the online marketing services (see item 19 of the Special Conditions for Participation).
4. We agree to fully complete forms C in addition to this form B to provide the information used for our co-exhibitor for the exhibitor and product database at www.fachpack.de.
5. Main product group:
(Please enter **one** of the main product groups 1–8 from forms C!)

Unless otherwise indicated, all prices stated are subject to statutory VAT if the service is taxable in Germany.

We accept all items of the enclosed Special and General Conditions for Participation. **The stated company data and exhibits can already be recorded and published.**

Place and date _____

Company stamp and authorized signature of direct exhibitor _____

Nuremberg, Germany
25–27.9.2018

 **FachPack 2018**

Exhibitor _____

Contact for queries _____

**Date for returning
immediately**

Attention

Forms C are part of the application.
For the entry it is mandatory to return this form!

**Please make copies for co-exhibitors before
completing!**

- Direct exhibitor**
- Co-exhibitor with**

(Direct exhibitor)

1. Exhibited products and services

Company name: _____
(State in the form to be published in the Exhibition Guide and on the exhibitor and product database!). Texts for the exhibitor and product database at www.fachpack.de/en are requested separately.

We will exhibit the following products and/or services (max. 300 characters each including spaces):

(English)

2. List of products of FachPack 2018

Please list our products under the following groups:

(Please tick as appropriate)

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1 Packaging materials and supplies

1.1 Paper, carton, cardboard

- 1.1.1 Paper, papers
- 1.1.2 Carton, folding boxes
- 1.1.3 Cardboard, cardboard articles
- 1.1.4 Corrugated cardboard, cardboard articles
- 1.1.5 Pouches, sacks, bags
- 1.1.6 Tubular jackets, tubes, reels
- 1.1.7 Cans, cups
- 1.1.8 Displays, display deposits
- 1.1.9 Trays, crates
- 1.1.10 Fibre mouldings
- 1.1.11 Fibre composites
- 1.1.12 Miscellaneous paper and cardboard packaging materials and supplies

1.2 Flexible plastic

- 1.2.1 Foils
- 1.2.2 Pouches, bags
- 1.2.3 Sacks
- 1.2.4 Big bags, fluid bags
- 1.2.5 Hoods
- 1.2.6 Netting
- 1.2.7 Composites
- 1.2.8 Miscellaneous flexible plastic packaging materials and supplies

1.3 Moulded plastic

- 1.3.1 Ampoules, flacons
- 1.3.2 Blister
- 1.3.3 Tubes
- 1.3.4 Bottles
- 1.3.5 Cups, cans and similar containers

- 1.3.6 Canisters, buckets, pots
- 1.3.7 Boxes
- 1.3.8 Barrels, IBCs
- 1.3.9 Cases
- 1.3.10 Trays, crates
- 1.3.11 Load carriers, paletts
- 1.3.12 Storage and shipping containers
- 1.3.13 Displays, display deposits
- 1.3.14 Miscellaneous moulded plastic packaging materials and supplies

1.4 Metal

- 1.4.1 Foils
- 1.4.2 Cans, bottles, tubular jackets
- 1.4.3 Blister
- 1.4.4 Tubes
- 1.4.5 Canisters, barrels, buckets
- 1.4.6 Boxes
- 1.4.7 Shipping boxes, lattice boxes
- 1.4.8 Pallets
- 1.4.9 Containers
- 1.4.10 Reusable racks
- 1.4.11 Composites
- 1.4.12 Miscellaneous metal packaging materials and supplies

1.5 Glass and ceramic

- 1.5.1 Ampoules, vials
- 1.5.2 Flacons, bottles
- 1.5.3 Wide-neck vessels
- 1.5.4 Composites
- 1.5.5 Miscellaneous glass and ceramic packaging materials and supplies

List of products

(continued)

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1.6 Wood

- 1.6.1 Boxes
- 1.6.2 Shipping boxes, crates
- 1.6.3 Pallets
- 1.6.4 Miscellaneous wooden packaging materials and supplies

1.7 Textiles and fibre

- 1.7.1 Foils
- 1.7.2 Pouches, bags
- 1.7.3 Sacks
- 1.7.4 Composites
- 1.7.5 Miscellaneous textile and fibre-based packaging materials and supplies

1.8 Packaging materials and supplies with special characteristics

- 1.8.1 Hazardous goods packaging
- 1.8.2 Thermal, insulated packaging
- 1.8.3 Sterile, antiseptic packaging
- 1.8.4 Active, intelligent packaging
- 1.8.5 Packaging from additive manufacturing (3D printing)
- 1.8.6 Packaging from renewable resources
- 1.8.7 Biodegradable packaging
- 1.8.8 Luxury packaging, cases
- 1.8.9 Miscellaneous special packaging

2 Packaging ancillaries

2.1 Labels and tags

- 2.1.1 Wet labels
- 2.1.2 Self-adhesive labels
- 2.1.3 Sleeves
- 2.1.4 RFID tags, RFID labels
- 2.1.5 Inks and waxes for inkjets and marking equipment
- 2.1.6 Thermal transfer, hot stamp foils
- 2.1.7 Miscellaneous labels and tags

2.2 Closures

- 2.2.1 from metal
- 2.2.2 from plastic
- 2.2.3 from glass
- 2.2.4 from cork
- 2.2.5 Closures with additional functions
- 2.2.6 Combinations, composites

2.3 Sealing ancillaries

- 2.3.1 Staple wires, staples
- 2.3.2 Clips, rivets
- 2.3.3 Self-adhesive tapes
- 2.3.4 Wet-adhesive tapes
- 2.3.5 Strapping tapes
- 2.3.6 Adhesives

2.4 Securing aids

- 2.4.1 Oxydation inhibitors, drying agents
- 2.4.2 Filling and padding materials
- 2.4.3 Edge protectors
- 2.4.4 Strapping tapes
- 2.4.5 Cling films, shrink film hoods
- 2.4.6 Stretch films
- 2.4.7 Tapes
- 2.4.8 Seals
- 2.4.9 Labels
- 2.4.10 Miscellaneous securing aids

2.5 Miscellaneous packaging ancillaries

- 2.5.1 Wrapping tubes
- 2.5.2 Handels
- 2.5.3 Other packaging ancillaries

3 Packaging machinery

3.1 Filling, dosing and loading systems for unpacked products

- 3.1.1 Pumps for loading filling and dosing systems for liquid and paste products
- 3.1.2 Filling, weighing and dosing systems for liquid and paste products
- 3.1.3 Filling, weighing and dosing systems for powder, granules and lumpy products
- 3.1.4 Counting systems

- 3.1.5 Pick-and-place, insertion systems
- 3.1.6 Equipment for aseptic filling systems

3.2 Machinery for processing paper packaging

- 3.2.1 Forming, filling, sealing machines
- 3.2.2 Wrappers, wrapping machines
- 3.2.3 Multipurpose and miscellaneous machinery for paper packaging

3.3 Machinery for processing cardboard and corrugated cardboard packaging

- 3.3.1 Cartoning machines
- 3.3.2 Erecting machines
- 3.3.3 Sealing machines
- 3.3.4 Wrap-around packer, tray packer
- 3.3.5 Multipurpose and miscellaneous machinery for cardboard and corrugated cardboard packaging

3.4 Machinery for manufacturing and processing flexible plastic packaging

- 3.4.1 Vertical tubular bag machines
- 3.4.2 Horizontal tubular bag machines
- 3.4.3 Angle welding, side welding, full welding machines
- 3.4.4 Bag and sack sealing machines and equipment
- 3.4.5 Deep-draw, blister machines
- 3.4.6 Skin machines
- 3.4.7 Sleeve machines
- 3.4.8 Forming, filling, sealing machines (FFS)
- 3.4.9 Sealing machines
- 3.4.10 Shrinking, stretching, wrapping machines
- 3.4.11 Banderoling, strapping machines
- 3.4.12 Miscellaneous machinery for flexible plastic packaging

3.5 Machinery for manufacturing and processing moulded plastic packaging

- 3.5.1 Injection moulding machines, blowing machines
- 3.5.2 Deep-draw, blister machines
- 3.5.3 Forming, filling, sealing machines (FFS)
- 3.5.4 Sealing machines
- 3.5.5 Multipurpose and miscellaneous machinery for moulded plastic packaging

3.6 Machinery for processing metal packaging

- 3.6.1 Sealing machines
- 3.6.2 Strapping machines
- 3.6.3 Multipurpose and miscellaneous machinery for metal packaging

3.7 Machinery for processing glass and ceramic packaging

- 3.7.1 Sealing machines
- 3.7.2 Multipurpose and miscellaneous machinery for glass and ceramic packaging

3.8 Machinery for manufacturing and processing padding and filling materials

- 3.8.1 Machinery for plastic padding and filling materials
- 3.8.2 Machinery for paper, carton and cardboard padding and filling materials
- 3.8.3 Multipurpose and miscellaneous machinery for padding and filling materials

3.9 Filling and loading systems for packed products

- 3.9.1 Top loader, side loader
- 3.9.2 Robot systems, pickers
- 3.9.3 Layer, line palletisers
- 3.9.4 Palletiser robots, portal palletisers
- 3.9.5 Miscellaneous filling and loading systems for packed products

3.10 Machinery for securing pallets

- 3.10.1 Stretch wrapping machines
- 3.10.2 Hood stretching machines
- 3.10.3 Hodding and shrink machines
- 3.10.4 Strapping machines, banding machines
- 3.10.5 Multipurpose and miscellaneous machinery for securing pallets

List of products

(continued)

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- 3.11 Machinery for emptying and unpacking**
 - 3.11.1 Film removal machines
 - 3.11.2 Depalletizing machines
 - 3.11.3 Emptying and unpacking machines
- 3.12 Complete packaging lines**
 - 3.12.1 Primary packaging
 - 3.12.2 Secondary packaging
- 3.13 Components, parts and software**
 - 3.13.1 Cleanroom equipment
 - 3.13.2 Electronic machine accessories, controls
 - 3.13.3 Electrical machine accessories
 - 3.13.4 Pneumatic and mechanical machine accessories
 - 3.13.5 Sensoric machine accessories
 - 3.13.6 Industrial image processing, camera systems
 - 3.13.7 Safety machine accessories
 - 3.13.8 Robot arms, format tools
 - 3.13.9 Folding machines, feeders for brochures, packing slips
 - 3.13.10 Electric and pneumatic drives
 - 3.13.11 Control cabinets, control cabinet systems
 - 3.13.12 Software
 - 3.13.13 Miscellaneous machine accessories
- 3.14 Miscellaneous machines and equipment**
 - 3.14.1 Adhesive application systems for hot and cold glue
 - 3.14.2 Cutting and joining equipment
 - 3.14.3 Ultrasonic systems
 - 3.14.4 Cleaning machines, sterilisation systems
- 3.15 Machines and devices for manufacturing packaging materials**
 - 3.15.1 from paper, carton, cardboard
 - 3.15.2 from flexible and moulded plastic
 - 3.15.3 from other materials
- 4 Labelling and marking equipment**
 - 4.1 Labelling machines**
 - 4.1.1 Label printers
 - 4.1.2 Adhesive labelling machines
 - 4.1.3 Wet labelling machines
 - 4.1.4 Dispensing systems
 - 4.1.5 Sleeve machines
 - 4.1.6 Combined weighing and marking systems
 - 4.1.7 Miscellaneous labelling equipment and machines
 - 4.2 Printers and marking equipment**
 - 4.2.1 Inkjet systems
 - 4.2.2 Laser marking systems
 - 4.2.3 Thermal transfer printing systems
 - 4.2.4 Digital printing systems
 - 4.2.5 Hot stamping and blind stamping systems
 - 4.2.6 Stamping systems
 - 4.2.7 Portable printers
 - 4.2.8 Miscellaneous printer and marking equipment
 - 4.2.9 Software, accessories
- 5 Peripheral packaging machinery and equipment**
 - 5.1 Monitoring and test equipment**
 - 5.1.1 Image processing systems, optical monitoring systems
 - 5.1.2 Check scales
 - 5.1.3 X-ray detectorse
 - 5.1.4 Metal detectors, detectors
 - 5.1.5 Leak testers
 - 5.1.6 Miscellaneous monitoring and test equipment
 - 5.2 Packaging recycling machinery and equipment**
 - 5.2.1 Sorters
 - 5.2.2 Shredders
 - 5.2.3 Presses
 - 5.2.4 Waste sorting systems
 - 5.2.5 Miscellaneous packaging recycling machinery and equipment

- 5.3 Work safety and environmental engineering**
 - 5.3.1 Water treatment, air treatment and equipment
 - 5.3.2 Equipment, tools for HACCP
 - 5.3.3 Pest control, industrial hygiene
 - 5.3.4 Industrial floors, floor coverings
 - 5.3.5 Packing tables, furniture
 - 5.3.6 Health and safety systems
- 6 Packaging printing and processing**
 - 6.1 Pre-press**
 - 6.1.1 Hardware, software, accessories for word and image processing systems, screening
 - 6.1.2 Manufacture of printing plates, reproduction
 - 6.1.3 Digital pre-press
 - 6.1.4 Miscellaneous pre-press equipment and software
 - 6.2 Machinery, materials and accessories for packaging and label printing**
 - 6.2.1 Printing inks
 - 6.2.2 Letterpress
 - 6.2.3 Photogravure printing
 - 6.2.4 Offset printing
 - 6.2.5 Flexographic printing
 - 6.2.6 Screen printing
 - 6.2.7 Pad printing
 - 6.2.8 Digital printing
 - 6.2.9 Software for packaging printing
 - 6.3 Maschinery, materials and accessories for processing of packaging materials and supplies**
 - 6.3.1 Punching, dies
 - 6.3.2 Cutting, plotting
 - 6.3.3 Sticking
 - 6.3.4 Embossing
 - 6.3.5 Lining, laminating
 - 6.3.6 Analogue, digital varnishing
 - 6.3.7 Coating
 - 6.3.8 Screen print finishing
 - 6.3.9 Digital print finishing
 - 6.3.10 Security printing
 - 6.3.11 Printed electronics
 - 6.3.12 Software, accessories
 - 6.3.13 Miscellaneous machinery, material and accessories for processing
- 7 Intra- and packaging logistics**
 - 7.1 Storage systems**
 - 7.1.1 Pallet racking, high-rise racking
 - 7.1.2 Container racking
 - 7.1.3 Shelving
 - 7.1.4 Drive-in racking, drive-through racking
 - 7.1.5 Channel racking, flow-through racking
 - 7.1.6 Mobile pallet racking, carousel racking
 - 7.1.7 Accessories for storage systems
 - 7.1.8 Miscellaneous storage systems
 - 7.2 Conveying systems**
 - 7.2.1 Belt conveyors, chain conveyor
 - 7.2.2 Roller conveyors, ball tracks
 - 7.2.3 Circular and drag conveyors
 - 7.2.4 Overhead systems
 - 7.2.5 Pendulum, continuous bucket conveyors
 - 7.2.6 Forklift trucks
 - 7.2.7 Driverless transport systems
 - 7.2.8 Vertical conveyors, cranes
 - 7.2.9 Racking cranes
 - 7.2.10 Accessories for conveying systems
 - 7.2.11 Miscellaneous conveyor systems

List of products

(continued)

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- 7.3 Order-picking and sorting systems**
 - 7.3.1 Order-picking systems
 - 7.3.2 Pick-by-light, -voice, -weight, -vision
 - 7.3.3 Sorting, distribution systems, sorter
 - 7.3.4 Accessories for order-picking and sorting systems
- 7.4 Loading systems**
 - 7.4.1 Loading, unloading and transshipment equipment
 - 7.4.2 Ramps, gates, loading bridges
 - 7.4.3 Securing devices for load units and loads
 - 7.4.4 Miscellaneous loading equipment and accessories
- 7.5 Ancillary loading, transport and storage equipment**
 - 7.5.1 Containers
 - 7.5.2 Pallets
 - 7.5.3 Box pallets, IBCs
 - 7.5.4 Small load carriers and similar containers
 - 7.5.5 Packaging ancillaries
 - 7.5.6 Storage and stacking equipment
 - 7.5.7 Load securing, load unit securing equipment
 - 7.5.8 Miscellaneous transport and storage equipment
- 7.6 Identification, coding and product security systems**
 - 7.6.1 Identification systems, scanners for RFID and bar codes
 - 7.6.2 RFID transponders, bar code labels
 - 7.6.3 Product security systems, tamper-evident protection
 - 7.6.4 Printed electronics
 - 7.6.5 Sensors, data loggers
 - 7.6.6 Miscellaneous identification and coding systems
- 7.7 Software, software for control and information systems**
 - 7.7.1 Supply chain management systems
 - 7.7.2 Operating data acquisition systems
 - 7.7.3 Software for storage, conveying, order-picking systems
 - 7.7.4 Software for packaging material and pallet optimisation
 - 7.7.5 Simulation software
 - 7.7.6 Software for pallet and container management
 - 7.7.7 Miscellaneous computer and control systems

- 7.8 Communication, navigation and product tracking systems**
 - 7.8.1 Communication systems
 - 7.8.2 Navigation systems
 - 7.8.3 Product tracking, Track & Trace
 - 7.8.4 Telematics, vehicle communication, route planning
 - 7.8.5 Miscellaneous hardware, equipment and accessories

8 Services for the packaging industry

- 8.1 Consulting**
 - 8.1.1 Design, planning
 - 8.1.2 Engineering
 - 8.1.3 Optimisation
 - 8.1.4 Certification, qualification, validation
- 8.2 Packaging development**
 - 8.2.1 Packaging construction
 - 8.2.2 Packaging design
 - 8.2.3 Packaging samples
 - 8.2.4 Package testing
- 8.3 Outsourcing**
 - 8.3.1 Contract packaging, co-packing
 - 8.3.2 Contract services
 - 8.3.3 Pallet and container management, pooling
 - 8.3.4 Full-service providers, general contractors
 - 8.3.5 Services for machinery and equipment, maintenance, facility management
 - 8.3.6 Packaging disposal and recycling
- 8.4 Services**
 - 8.4.1 Research and development
 - 8.4.2 Trade literature, trade press
 - 8.4.3 Associations, institutions
 - 8.4.4 Training
 - 8.4.5 Leasing, financing, rental
 - 8.4.6 Other services

3. Visitor target groups

Our offer directs to visitors from the following sectors. The entries are displayed in the exhibitor and product database at www.fachpack.de/en

- Food and beverage
- Pharmaceuticals and medical devices
- Cosmetics
- Chemicals
- Automotive
- Consumer goods
- Industrial goods

We accept all items of the enclosed Special and General Conditions for Participation. **The stated company data and exhibits can already be recorded and published.**

We offer Marketing Services that help you to make your trade fair participation a success: Take advantage of our practical, wide-ranging marketing measures and make sure your booth gets the attention it deserves.

The following services (print and online)* are included in your registration fee and will be sent to you automatically by post and email from week 18.

Take advantage of these Marketing Services before, during and after the fair

PRINT

- Entry in Exhibition Guide
- Admission vouchers (with company name/booth no.)
- Stickers (with hall and booth no.)
- Flyers
- Display of your press releases in press center
- Provision of ready-to-use mailing for your visitor acquisition activities



ONLINE

- E-Code (electronic admission voucher code for your customer)
- Entry in Exhibitor & Product Database – 365 days online
- Online banner with your booth no.



* A detailed description of the contents is provided in items 15 and 16 of the Special Conditions for Participation.

Marketing Packages

easy and effective

Take advantage of our marketing packages and make your company stand out to trade visitors. There are nine attractive options for various media channels (print, online and on-site advertising). Get yourself noticed!

This offer is available only to registered exhibitors at FachPack 2018. Subject to change.

Deadline: immediately

Please return to
NürnbergMesse GmbH
Exhibition Services FachPack
Team Marketing
T +49 9 11 8606-80 30
F +49 9 11 8606-12 80 30

Please send your **artwork no later than 31.7.2018** to: marketing-messeservice@nuernbergmesse.de

**Book by 31.10.2017
& save 5 percent!**

Select 2 or 3 advertising measures from the following options at the package price.

	2 from 9	3 from 9
PRINT		
1 Company or brand logo in the Exhibition Guide's list of exhibitors 4 colors, circulation: 45,000 copies	<input type="checkbox"/>	<input type="checkbox"/>
2 Company or brand logo in the floor plan of the Exhibition Guide 4 colors, incl. highlighting stand space in floor plan, circulation: 45,000 copies	<input type="checkbox"/>	<input type="checkbox"/>
ONLINE		
3 Mini banner on FachPack.de – home page Banner on home page, linked to your website	<input type="checkbox"/>	<input type="checkbox"/>
4 Mini banner on FachPack.de – sub-pages Banner on all sub-pages, linked to your website	<input type="checkbox"/>	<input type="checkbox"/>
5 Pole Position in Exhibitor & Product Database Logo advertisement on home page, linked with your company entry	<input type="checkbox"/>	<input type="checkbox"/>
6 Company or brand logo on the corresponding hall plan in the Exhibitor & Product Database Logo display on the corresponding hall plan with a link to your company entry	<input type="checkbox"/>	<input type="checkbox"/>
ON-SITE		
7 BannerUp in the service area (WxH) 1 x 1.96 m, 4 colors, at approved locations	<input type="checkbox"/>	<input type="checkbox"/>
8 Floor poster in service area A0 size, 4 colors	<input type="checkbox"/>	<input type="checkbox"/>
9 Digital advertising displays at hall entrances and passageways Displays above the entrance to hall 1 and passage to hall 4A or passage to hall 7A and entrance to hall 9	<input type="checkbox"/>	<input type="checkbox"/>
	2,150	2,850

Prices of advertising packages (in euros)
Unless otherwise indicated, all prices stated are subject to statutory VAT if the service is taxable in Germany.

Exhibitor/Customer

Contact for queries

Tel

Email

The detailed scope of services, the technical instructions for creating data and the General and Special Terms of Business for Exhibition Marketing can be downloaded online from fachpack.de/packages.

We accept all items of the attached General and Special Conditions for Participation in FachPack 2018 and the General and Special Terms of Business for Exhibition Marketing.

Place and date

Company stamp and authorized signature of exhibitor

Take advantage of our exclusive marketing and make your company stand out to trade visitors. Choose from an interesting range of print, online and on-site options to set yourself apart from the competition.

This offer is available only to registered exhibitors at FachPack 2018. Subject to change.

Deadline: immediately

Please return to

NürnbergMesse GmbH

Exhibition Services FachPack

Team Marketing

T +49 9 11 8606-80 30

F +49 9 11 8606-12 80 30

marketing-messeservice@nuernbergmesse.de

PRINT

1. **Advertisement Exhibition Guide**
from EUR 2,550

ONLINE

2. **Ad-Keyword**
EUR 170
3. **Products for your online entry**
EUR 70
4. **Half-size Banner – sub-pages**
EUR 1,450
5. **Full-size Banner – sub-pages**
EUR 1,990
6. **Banner WLAN-Landingpage**
from EUR 1,500

ON-SITE

Size M

7. **BlowUpColumn – mobile**
EUR 3,450
8. **PowerCharger**
EUR 2,100
9. **Banner flags**
EUR 1,850
10. **CityLight Vitrine**
EUR 1,700
11. **Digital advertising display**
EUR 2,990
12. **Easy Discs**
EUR 3,900
13. **Express route ceiling panel**
EUR 5,900
14. **LightPylon**
EUR 850
15. **Slim Box**
EUR 3,050
16. **Triangle Tower**
EUR 2,550
17. **Advertising panels at the metro bridge**
EUR 4,900
18. **Advertising media on the way to the entrances**
EUR 950

Size XL

19. **GalleryBanner**
EUR 1,750
20. **GigaFrame small**
EUR 15,500
21. **GigaFrame large**
EUR 19,500
22. **GigaFrame special size**
EUR 7,950
23. **Large poster**
EUR 2,150
24. **Large awning**
EUR 3,200
25. **MegaBanner**
EUR 5,250
26. **Multi-storey car park banner**
EUR 12,500
27. **Staircase advertising**
EUR 3,750
28. **Advertising tower**
EUR 6,900
29. **AdvertisingWave**
EUR 2,650

Extraordinary

30. **Bus shuttle branding**
from EUR 1,550
31. **Digital Signage**
NCC Ost foyer displays
from EUR 4,253
32. **Digital Signage**
NCC Ost exit advertising 4A/7A
from EUR 709
33. **Digital Signage**
NCC Mitte foyer displays 1/9
from EUR 4,253
34. **Digital Signage**
BIG LED Screen
from EUR 7,000
35. **Flying object – indoor**
EUR 7,250
36. **Footprints in hall**
EUR 4,700
37. **Lanyards**
EUR 22,900
38. **Mirror advertising**
EUR 4,900
39. **Sponsor rest zone**
EUR 2,650
40. **Bag advertising**
EUR 3,950
41. **WalkingAct**
EUR 3,950
42. **Rented advertising space**
from EUR 2,663
- Special requests**

Unless otherwise indicated, all prices stated are subject to statutory VAT if the service is taxable in Germany.

Exhibitor/Customer

Contact for queries

Tel

Email

The complete scope of services and the General and Special Terms of Business for Exhibition Marketing are available to download online from: fachpack.de/exclusive

We accept all items of the attached General and Special Conditions for Participation in FachPack 2018 and the General and Special Terms of Business for Exhibition Marketing.

Place and date

Signature of exhibitor

Further complete rental stands at a glance

Nuremberg, Germany
25–27.9.2018

FachPack 2018

Please return to
NürnbergMesse GmbH
MesseService
Messezentrum
90471 Nürnberg
T +49 9 11 86 06-80 00
F +49 9 11 86 06-80 01
messe-service@nuernbergmesse.de

**Date for returning
immediately**

Company name

Street

Postcode, Town, Country

Person to contact

Tel.

Fax

E-mail

I am interested in stand type _____

Please contact me – contact data see above.



Complete rental stand HELIOS

Complete price **EUR 131.50/m²**,
minimum stand space **15 m²**



Complete rental stand OBERON

Complete price **EUR 131.50/m²**,
minimum stand space **15 m²**



Complete rental stand APOLLO

Complete price **EUR 141.90/m²**,
minimum stand space **20 m²**



Complete rental stand POLLUX

Complete price **EUR 141.90/m²**,
minimum stand space **20 m²**



Complete rental stand CALYPSO

Complete price **EUR 147.90/m²**,
minimum stand space **15 m²**



Complete rental stand KALLISTO

Complete price **EUR 147.90/m²**,
minimum stand space **15 m²**



Complete rental stand PLUTO

Complete price **EUR 154.90/m²**,
minimum stand space **24 m²**



Complete rental stand SIRIUS

Complete price **EUR 159.90/m²**,
minimum stand space **24 m²**



Complete rental stand VESTA

Complete price **EUR 174.90/m²**,
minimum stand space **15 m²**



Complete rental stand SATURN

Complete price **EUR 191.90/m²**,
minimum stand space **28 m²**



Complete rental stand SONNE

Complete price **EUR 237.90/m²**,
minimum stand space **28 m²**



Individual stand design

You will find more details and a visualization of these stand types at www.standconfigurator.com.
We will be pleased to advise you personally: **Tel +49(0)911.8606-8000** or standbau@nuernbergmesse.de

Unless otherwise indicated, all prices stated are subject to statutory VAT if the service is taxable in Germany.

Special Conditions for Participation in the trade fair FachPack 2018

1. Venue, duration, opening hours

Venue: Exhibition Center Nuremberg
Duration: Tue 25 – Thu 27 September 2018
Opening hours: Tue 25 – Wed 26 September 2018 9:00–18:00 daily
Thu 27 September 2018 9:00–17:00 daily

2. Not applicable

3. Organizer

NürnbergMesse GmbH
Messezentrum, 90471 Nürnberg, Germany
T +49 9 11 86 06-0, F +49 9 11 86 06-82 28
fachpack@nuernbergmesse.de
www.fachpack.de
www.nuernbergmesse.de
CEOs: Dr. Roland Fleck, Peter Ottmann
Registration Number HRB 761 Nürnberg
Chairman of the Supervisory Board: Dr. Ulrich Maly
Lord Mayor of the City of Nuremberg

4. Contractual terms

The terms for participation in the Trade Fair FachPack 2018 are the Special and General Conditions for Participation in Fairs and Exhibitions (including Supplementary Agreement), the NürnbergMesse site regulations, the organizational (e.g. exhibitor information), technical (e.g. Online ExhibitorShop) and other conditions notified to the exhibitor before the exhibition begins. If NürnbergMesse provides additional exhibition services through a ServicePartner in response to a separate order, the general terms and conditions of business of the respective ServicePartner shall prevail over these Special Conditions for Participation in case of discrepancies.

5. Admission/Stand space confirmation

Item 2 of the General Conditions for Participation in Fairs and Exhibitions is supplemented as follows: The exhibitor agrees to pay a processing fee of EUR 250 if the order for stand space is cancelled prior to receipt of the stand confirmation. Cancellation after receipt of the stand space confirmation is governed by item 7 of the General Conditions for Participation in Fairs and Exhibitions.

6. Exhibitors and approved exhibition goods

Admissible as exhibitors are: manufacturers, importers, wholesalers, representatives and publishers, domestic and foreign, offering only those products and services that can be assigned to the product groups provided. All exhibition goods must be described in detail in the application. Products (copies, counterfeits, etc.) that violate the regulations for the protection of industrial property rights in Germany are not admitted.

7. Rental in exhibition halls

per m² (rounded up to nearest full m²) stand space

EUR 174	In-line stand	(1 side open)
EUR 198	Corner stand	(2 sides open)
EUR 208	Peninsula stand	(3 sides open)
EUR 215	Island stand	(4 sides open)

If the application is received after 31.10.2017, a higher stand rental of EUR 10 per m² applies. Minimum rental for stand space: EUR 2,088.

The type of stand allocated depends on planning; an entitlement to a certain type of stand does not exist.

Rental includes:

- Hire of the stand space during assembly, exhibition and dismantling.
- General guarding of the exhibition halls. General lighting of the exhibition halls. General cleaning of the passageways.

An administrative fee of EUR 0.60 per m² of stand space in exhibition halls will be charged and remitted to the AUMA (Association of the German Trade Fair Industry).

The waste disposal service during the event costs 1.50/m² and covers the disposal of waste produced by the exhibitor on his stand during the exhibition. The waste disposal service is charged per meter up to a stand space of 500 m²; no further charge is made for additional space. The waste disposal service during assembly/dismantling must be ordered extra if the exhibitor does not arrange his own waste disposal. Waste is disposed of in accordance with the Technical Regulations.

8. Complete rental stand

All charges per m² of stand space (rounded up to nearest full m²), in addition to rental charge for stand space in exhibition halls (see item 7). All pictures are exemplary pictures.

Rental includes:

- Hire of complete stand: One of the six models of stand available can be selected on the enclosed order form "Complete rental stands".

Other models can be found at www.standconfigurator.com.

The organizer is responsible for assembling and dismantling the complete rental stand.

The complete rental stand and its fittings must not be pasted over, nailed, painted or damaged in any way. The exhibitor is liable for damage done during the rental period and will be charged with the costs.

The basic type of complete rental stand can be fitted out additionally in the same system at extra cost.

Respective orders can be carried out in the Online ExhibitorShop.

9. Payment conditions

Exhibitors may be charged an advance payment of 25% of the expected stand space rental on **confirmation of the application**.

The full stand space rental less the advance payment will be charged to exhibitors on **confirmation of the stand space**. The advance payment will be reimbursed in case of non-confirmation of the stand.

Any payments are due by the date shown on the respective invoice. Invoices are payable in full. All payments are to be made in EURO without charges, quoting invoice number.

If the exhibitor enters a different invoice address on the application form, he authorizes the stated person/company to receive the invoice and other payment requests. This does not exempt the exhibitor from his obligation to pay.

For subsequent changes to the invoice for which the exhibitor is responsible, NürnbergMesse may charge a processing fee of EUR 50.

An entitlement to occupy the allocated stand space exists only after payment of invoices in full. The exhibitor is to provide proof of payment.

The exhibitor agrees to transmission of invoices by the organizer via e-mail (electronic billing). If the exhibitor does not wish to use electronic billing, he or she can object in writing or in text form.

10. Insurance

Exhibitors are obliged to make their own adequate insurance arrangements.

Insurance for exhibitors (transport and duration of event) is advisable and can be arranged through a collective insurance contract taken out by the organizer.

11. Modification

The organizer reserves the right to cancel, postpone or relocate the exhibition, to shorten or lengthen the exhibition, or for technical, official or other in the opinion of the organizer compelling reasons to assign to the exhibitor another space or to modify and reduce the size of the space. A withdrawal from the contract resulting from these actions will not be accepted.

12. Assembly and dismantling

Assembly:	Thu 20 September 2018	7:00–24:00
	Fri 21 – Sun 23 September 2018	0:00–24:00 daily
	Mon 24 September 2018	0:00–20:00

Exhibition stands for which assembly has not commenced by 3 p.m. on Monday, 24 September 2018, will be decorated by the organizer, if they cannot be otherwise disposed of. Costs incurred will be charged to the exhibitor.

Dismantling:	Thu 27 September 2018	17:00–24:00 daily
	Fri 28 – Sat 29 September 2018	0:00–24:00 daily

Access to the halls during assembly and dismantling times is only permitted on display of special passes, which are not valid during the exhibition.

13. Stand design

The exhibitor is responsible for stand design and equipment.

Relevant for stand design and equipment are the Technical Regulations (Info 4) and the Important information for FachPack 2018 (Info 1) which are published at www.fachpack.de/en and the Online ExhibitorShop (OES).

The exhibitor agrees to comply with these conditions. Non-compliance may result in claims for damages by the organizer or the neighbouring exhibitors affected.

The overriding principle for the design of all exhibition stands is transparency. At least 50% of the sum of the gangway sides must not be obstructed by structures or fittings.

The maximum height for stand and advertising constructions is 5.50 m, measured from hall floor and may not be exceeded. The minimum height is 2.50 m.

The backs of stand partition walls, advertising carriers or other design elements facing neighboring stands and exceeding a height of 2.50 m must be white, in a clean and tidy condition and must not contain any text or graphics.

Advertising carriers or other design elements from 3.50 m up to the maximum height of 5.50 m must keep a distance of 2.00 m to each neighboring stand. Two-storey stands are not allowed.

If the rental exhibition stand is not used, a fascia (0.30 m high) must be fitted on all open sides of the exhibition stand. The fascia is not required, if the necessary stand appearance is provided in some other way. The exhibition organizer reserves the right to give further instructions concerning the design of stands.

Only water-soluble adhesive may be used on the fiber board stand partition walls and these may not be painted unless they have first been covered with wallpaper. After the exhibition, wallpaper or other finishing material must be removed by the exhibitors, otherwise exhibitors will be charged with the costs. All other stand partition walls, floors, hall walls, pillars, installations, fire-fighting equipment and other permanent hall fixtures must not be pasted over, nailed, painted or damaged in any way. The exhibitor is liable for damage done and will be charged with the costs.

Special Conditions for Participation in the trade fair FachPack 2018

(Continued)

Pillars, installations and fire-fighting equipment within the stand are part of the allotted stand space and must be accessible at all times. Floor coverings in the stands are only to be fixed with doublesided adhesive tape (following tapes are to be used: tesafix no. 4964).

14. Exhibitor passes

Each exhibitor will be given free passes according to stand size for his exhibition stand and operating personnel. 3 passes will be issued for up to 10 m² stand space, plus 1 pass for each further part of 10 m², up to a maximum of 10 free. The free passes can be found in the Online ExhibitorShop (OES). Any additional exhibitor passes needed can be purchased for entitled persons at a price of EUR 22 each including VAT at the statutory rate in the Online ExhibitorShop.

15. Print marketing services for exhibitors (= direct exhibitors)

The organizer provides each exhibitor with print marketing services containing the following services:

- Display of the exhibitor's **press releases** in the press center
- Entry of exhibitor's company name and stand number in the **exhibition guide** (issued free to all visitors).
- Provision of ready-to-use **mailings** for visitor acquisition activities
- **100 printed admission vouchers** (printed with exhibitor's company name and stand number)
All printed admission vouchers and electronic admission vouchers exchanged by visitors are free of charge.
- **100 exhibition flyers**
- **500 stickers** (printed with exhibitor's stand number)

The exhibitor agrees to purchase the print marketing services at a price of EUR 399. This will be charged together with the stand rental. No reduction in price can be granted if only parts of the package are used.

In the event of subsequent changes to the stand position for which the exhibitor is responsible, NürnbergMesse may charge the exhibitor for the print marketing services again.

16. Online marketing services for exhibitors (= direct exhibitors)

The organizer provides each exhibitor with an Internet entry on the exhibition website until stand confirmation is sent for the next event. This contains the following services:

- Entry of **company name, address, hidden e-mail address and logo**
- Presentation of **5 products or services** with one photo and one text of maximum 4,000 characters for each product or service.
- Possibility of marking 5 products or services as **new products**
- **Company profile** (maximum 4,000 characters)
- Unlimited assignment to **product groups** (list of products)
- **Link** from the exhibition website to the exhibitor's website – the exhibitor connects a **return link**
- Entry of company name and stand number in the **online floor plans**
- Possibility of continuously **updating** the Internet entry
- All-year-round **support** by the Internet editing team

The exhibitor also receives the following online advertising aids:

- **Online banner** with exhibitor's stand number
- **E-code**
All printed and electronic admission vouchers exchanged by visitors are free of charge.

The exhibitor agrees to purchase the online marketing services at a price of EUR 499. This will be charged together with the stand rental. No reduction in price can be granted if only parts of the package are used.

17. Co-exhibitors

Co-exhibitors are companies who appear on the exhibitor's (= direct exhibitor's) stand and present their own products with their own personnel. Their independence must also be recognizable without physical separation. Co-exhibitors are only admissible if they fulfill the conditions for participation in the event and the information requested on the application form for co-exhibitors has been entered in full.

If the application of a co-exhibitor is cancelled the direct exhibitor agrees to pay a processing fee of EUR 250.

Co-exhibitors are subject to the same conditions as the exhibitor.

18. Print marketing services for co-exhibitors

The organizer provides each co-exhibitor with print marketing services.

- See item 15 for services provided

The exhibitor agrees to pay a participation fee and to purchase the print marketing services at a total price of EUR 599 for each co-exhibitor registered by him.

This will be charged together with the stand rental or at a later date.

No reduction in price can be granted if only parts of the package are used.

19. Online marketing services for co-exhibitors

The organizer provides each co-exhibitor with an **Internet entry** on the exhibition website until stand confirmation is sent for the next event.

- See item 16 for services provided

The co-exhibitor also receives the following online advertising aids:

- See item 16 for services provided

The exhibitor agrees to purchase the online marketing services for co-exhibitors.

The fee of EUR 499 per co-exhibitor is charged to the exhibitor. No reduction in price can be granted if only parts of the package are used.

20. Entries in the exhibition guide and exhibitor and product database at www.fachpack.de

The entry in the alphabetical list of exhibitors in the exhibition guide is made by sending in the completed forms A–B. The data stated in the forms A–C are published only in the exhibition guide and exhibitor and product database at www.fachpack.de.

Forms A–C are part of the order for a stand space on form A "Application". Entries in these lists are only possible for exhibitors.

The exhibitor can subsequently change the entry in the exhibition guide until 31.7.2018.

This deadline also applies if the exhibitor sends in the completed forms A–C.

No claim exists to an entry in the alphabetical list of exhibitors in the exhibition guide after this date, but the obligation to purchase the print marketing services remains unaffected by this. A late entry may be included in the exhibition guide in exceptional cases after consultation with the publisher, but the exhibitor has no entitlement to such action.

The exhibitor is responsible for the content of entries in the exhibition guide and exhibitor and product database at www.fachpack.de and for any damages arising out of such content. He is also responsible for the legal admissibility of the text documents provided for insertion. The exhibitor and product database at www.fachpack.de are subject to the legal notices published by the exhibitor and product database regarding copyrights, trademark rights, liability/guarantee, links, deep links and frames. The exhibition guide and exhibitor and product database at www.fachpack.de are published only by NürnbergMesse.

NürnbergMesse and its subcontractors receive and check the entries in the exhibition guide and exhibitor and product database at www.fachpack.de with the customary amount of care, but shall not be liable if misled or deceived by the customer. NürnbergMesse and its subcontractors are only liable for accidental omissions, printing errors, faulty workmanship of any kind, etc. if such defects can be proved to have been caused by intent or gross negligence. The exhibitor must assert claims against the publisher for any defects apparent by not later than two weeks after the start of the exhibition. Exhibitor claims for defects and/or damages expire by statutory limitation after a period of one year. The periods of statutory limitation are based on legal regulations.

21. Exhibition priority

An application for exhibition priority for this event has been submitted to the Federal Ministry of Justice. The priority certificate protects certain patent rights until submission of an application to a patent office in Germany or abroad.

22. Exhibitor claims, written form, place of fulfillment, jurisdiction

All exhibitor claims against the organizer must be made in writing. The statutory period of limitation begins on the last day of the exhibition. Agreements that deviate from these or supplementary terms must be in writing.

German law and the German text shall prevail.

Place of fulfillment and jurisdiction is Nürnberg. However, the organizer reserves the right to bring his claims before the court of the place at which the exhibitor has his place of business.

General Conditions for Participation in Fairs and Exhibitions

As per March 2017

In case of disagreement, the Special Conditions for Participation shall have priority over the General Conditions for Participation.

1. Application

Applications to exhibit at a fair or exhibition (event) must be made on the official printed application form, which must be accurately completed and signed in a legally effective manner. Alternatively the application can be effected online by accurately completing and sending the online form and if need be additional confirmation of a link received by e-mail.

Such an application constitutes a contractual offer to the organizer and cannot be endorsed with conditions and restrictions, particularly with respect to desired stand positions, which do not represent a condition for participation.

By signing this form or sending the online form more specifically additional confirmation of a link received by e-mail, the General and Special Conditions for Participation are recognized as binding and included into the contractual offer by the applicant, who is also responsible and liable for adherence to the said conditions by persons employed by him at the event.

2. Admission/Stand space confirmation

Admission of exhibitors and listed exhibits is a matter for the sole discretion of the organizer, who will confirm same in a written or text form stand space confirmation (e.g. e-mail).

The contract comes into force on confirmation of admission. Reservations or conditions stipulated in the application are invalid without the written confirmation of the organizer. If the content of the confirmation of admission differs significantly from the content of the application form, the contract is concluded in accordance with the confirmation of admission if the exhibitor does not object in writing within 2 weeks of receipt. A legal entitlement to admission does not exist. If the number of suitable applications received by the organizer before the application deadline exceeds the amount of space available, admission will be decided at the discretion of the organizer. The organizer is also entitled to limit the listed exhibits.

Admission applies only to the listed exhibits, the exhibitors specified in the stand space confirmation and the space stated therein. Other items than those listed and admitted cannot be exhibited.

An exhibitor who has previously failed to settle his financial obligations to the organizer or settle them punctually may be excluded from admission.

3. Allotment of space

Allotment of space will be made by the organizer in accordance with the product groups and arrangement of the event concerned and subject to the space available. Siting requests made in the application form will be considered as far as possible. Order of receipt of applications will not be the sole deciding factor for allotment of space.

The organizer is entitled, if necessary, to alter the size, shape and position of the allotted space. He will notify exhibitors of the necessity for such alteration immediately and, if possible, offer a comparable space elsewhere in the exhibition. If this entails an alteration in the stand rental, reimbursement or additional payment shall result. Exhibitors are entitled to withdraw their application within 2 weeks of receipt of such notification. Exhibitors must accept that the location of other stands at the beginning of the fair or exhibition may have altered since the time of admission; no claim may be made on account of such alterations. Exchanging the allotted space with that of another exhibitor or transfer to a third party, even only in part, is not allowed without the permission of the organizer.

4. Joint exhibitors

Stand spaces are hired only as complete spaces and only to one contractual partner. Exceptions may be made to this rule, if necessary.

If several exhibitors wish to share a stand space, they must name a representative in their application form who is authorized to act on their behalf in negotiations with the organizer.

5. Co-exhibitors

The use of the stand space by another company with its own products and personnel (co-exhibitor) requires a separate application and admission by the organizer. Admission of one or more co-exhibitors is subject to a special fee. Responsibility for ensuring that co-exhibitors fulfill all their commitments shall rest with the principal exhibitor, if applicable, in addition to the co-exhibitor.

Apart from telephone number, fax number and e-mail address further personal data of the co-exhibitor will be recorded for the application. Additionally structural data of the co-exhibitor will be checked and recorded. By the application of the co-exhibitor the direct exhibitor grants to be ordinary enabled or enabled enough to lodge the data.

6. Stand rental, lien

Stand rentals and terms of payment are shown in the Special Conditions for Participation.

Payment of the stand rental must be made in accordance with the dates laid down before the allotted space may be occupied. Complaints about the invoice can only be considered if they are submitted within 14 days of invoicing.

The organizer is entitled to exercise his right of lien and sell any distrained property on the open market after written notice of intention. No liability will be accepted for damage to seized items unless deliberate or caused by gross negligence.

7. Withdrawal of application, cancellation of part of stand space

If the exhibitor withdraws his application, cancels part of the stand space or does not participate in the event, the organizer is entitled to use the hired stand space or the cancelled part of the space for other purposes and relet to third parties.

If the exhibitor possesses no mandatory withdrawal or termination right, he still remains obliged to pay the following cancellation fee on cancellation or partial cancellation after admission has been confirmed:

- up to 90 days before the start of the event 50%
- up to 30 days before the start of the event 80% and
- less than 30 days before the start of the event the full amount of the agreed rental for the cancelled stand space.

In each of the above cases, the exhibitor retains the right to prove that the organizer has saved costs not considered in the deduction and has benefited as a result of the cancellation, partial cancellation or non-participation. If other free spaces of the size let to the exhibitor are still available for the event, the exhibitor may not normally claim that the organizer has benefited from reletting the stand space or part of it or using it for other purposes, especially in terms of the rental obtained.

8. Cancellation of admission

The organizer is entitled to cancel confirmation of admission and relet the space elsewhere in the following cases:

- The stand is obviously not occupied in good time, i.e. at least 24 hours before the official opening of the event.
- The exhibitor fails to pay the stand rental at the agreed time and allows a period of grace granted by the organizer to lapse without result.
- An application to commence insolvency proceedings against the exhibitor's assets is lodged or rejected for lack of assets, or insolvency proceedings have already been commenced.
- The conditions for stand space confirmation are no longer fulfilled by the registered exhibitor or the organizer receives knowledge of grounds which would have justified exclusion if they had been disclosed earlier.
- The exhibitor infracts the organizer's site regulations.

The organizer reserves the right to assert claims for damages in such cases. The exhibitor has no entitlement to claim damages.

9. Cancellation of rental exhibition stands and other services

Once admission has been confirmed, the exhibitor must pay charges even if he withdraws his application or does not exhibit. The organizer also reserves the right to assert claims for damages. If the exhibitor cancels the order for rental exhibition stands and/or other services, the following cancellation fee is payable based on the value of the order.

- 90 days to 15 days before start of assembly (see Special Conditions for Participation) of the event 25% of the order value
- 14 days to 1 day before start of assembly (see Special Conditions for Participation) of the event 80% of the order value
- the full amount is payable from the start of the assembly period.

The exhibitor retains the right to prove that the requested compensation for costs incurred is too high.

General Conditions for Participation in Fairs and Exhibitions

(Continued)

10. Exclusion of exhibits

The organizer is entitled to demand the removal of items which have not been listed in the application form or prove to be dangerous, a cause of annoyance or otherwise unsuitable, or which can be proved to be a violation of industrial property rights. If this demand is not complied with, the said items will be removed by the organizer at the expense of the exhibitor. If a violation of industrial property rights by an exhibitor is proved (e.g. on the grounds of a valid court ruling against the exhibitor), the organizer may exclude the exhibitor from participating in a subsequent event.

11. Stand assembly, equipment and design

Stands must conform to the overall layout of the exhibition. The organizer reserves the right to forbid the erection of stands which are unsuitable or inadequate or to alter them at the exhibitor's expense.

Stands must be properly equipped and manned by qualified personnel at the specified times for the entire duration of the event. Stand fitting must be completed at the latest by the end of the period allowed for stand assembly and stands cleared of any packing materials. Removal of exhibits or dismantling of stands before the end of the event is not permitted.

Names and addresses of exhibitors must be clearly displayed on the stands.

In case of discrepancies, the Special Conditions for Participation prevail over the General Conditions for Participation.

The approval of the organizer is needed if stand constructions exceed the specified height limits for stands. Consent is also needed for particularly heavy exhibits. Fixing to the hall floor is not permitted.

After the official closing of the event, basic items, insofar as these have been provided by the organizer, must be returned undamaged and in their original condition. Damage caused through negligence or not immediately notified at the time of occurrence must be indemnified by the exhibitor. Exhibits which still remain on the stands after the end of the period allowed for dismantling may be removed and stored at the exhibitor's own expense.

12. Force majeure, cancellation of event

If the organizer is prevented from holding the event for reasons of force majeure or other circumstances beyond his control, he is required to notify the exhibitors accordingly without delay.

Basically, the claim to stand rental is voided, but the organizer may charge the exhibitor for work carried out to his order to the extent of the costs incurred, insofar as the result of such work may still be of interest to the exhibitor. Should the organizer be in a position to hold the event at a later date, he is likewise required to notify the exhibitors to this effect without delay. Exhibitors are entitled to cancel their participation in the event at the new time within two weeks of receiving such notification, in which case they are entitled to refund or cancellation of the stand rental.

If the organizer is compelled to curtail or cancel an event for reasons of force majeure or other circumstances beyond his control after it has commenced, the exhibitor has no claim to any refund or cancellation of the stand rental.

13. Assembly and dismantling passes, exhibitor passes

Passes for exhibitors and workmen employed during the period of stand construction and dismantling will be issued to the exhibitor, if applicable. The validity of these is limited solely to the assembly and dismantling periods and does not cover admission during the event.

A limited number of free exhibitor passes will be issued to exhibitors and their employees for the period of the event.

These passes will be made out in the name of the persons concerned and must be signed. They are not transferable and only valid in conjunction with an identity card. Misuse of the passes will lead to their being withdrawn.

The number of passes issued is not increased by the inclusion of co-exhibitors. Additional passes are obtainable against payment.

14. Advertising

Advertising of all kinds is allowed only within the stand space rented by the exhibitor for his own firm and only for products and/or services produced or distributed by him, insofar as these have been listed in the application form and admitted.

The use of apparatus and equipment to achieve an increased advertising effect by optical and/or acoustic means requires the written consent of the organizer.

Advertising outside the stand space rented by the exhibitor is only possible as part of the advertising and sponsoring measures offered by the organizer.

Advertising of a political nature is forbidden.

15. Photographs, drawings, films

The organizer is entitled to have photographs, drawings and films made of the exhibition, exhibits and exhibition constructions and stands and to use these for publicity or press purposes without exhibitors being able to object for any reason. This also applies to photographs produced directly by the press or television with the consent of the organizer.

For photographs, drawings and films of stands against payment, exhibitors must only use service contractors authorized by the organizer and in possession of a relevant permit. Only these service contractors may be commissioned before or after the official daily opening hours. Other service contractors are not admitted during these hours.

Exhibitors are not permitted to produce photographs, drawings and films of the stands and exhibits of other exhibitors.

16. Direct selling

Direct selling is not allowed unless expressly permitted by the Special Conditions for Participation, in which case objects for sale must be marked clearly with their prices. Exhibitors are responsible for ensuring that they obtain the necessary permits from the relevant trade and health authorities and comply with regulations.

17. Cleaning

The organizer is responsible for general cleaning of the grounds and hall passages. Stand cleaning is the responsibility of exhibitors and must be completed daily before the opening of the event. Exhibitors are to use the service contractor engaged by the organizer for stand cleaning.

18. Supervision

The organizer will arrange general supervision in the exhibition center. This shall not affect the liability provisions of item 19.

Exhibitors are strongly recommended to make their own arrangements for the security of their stands and exhibition items and effect appropriate insurance cover. Valuable items which can be easily removed should be locked away at night.

Additional stand supervision is available at the exhibitor's own expense by using the service contractor engaged by the organizer.

19. Liability, insurance, accident prevention

The organizer bears unlimited liability only in cases of intent or gross negligence and for damages due to loss of life, bodily injury or damage to health.

In all other cases the organizer shall be liable only

- in the event of a breach of cardinal obligations. Cardinal obligations are obligations of fundamental importance for the proper execution of the contract and which the exhibitor can expect to be regularly fulfilled;
- if the organizer is legally obliged to take out liability insurance cover or this is usually the case;
- if the organizer has claimed a special degree of trust or occupies a qualified position of trust.

In these cases, however, the organizer is only liable for typical foreseeable damage (hence not usually liable for consequential damage) and then only up to a limit of EUR 100,000 for each case of damage. The liability limitation applies only to businessmen, juristic persons under public law and special public assets. Moreover, liability due to slight or ordinary negligence is excluded. This liability limitation also applies to the conduct of the organizer's performing and vicarious agents.

The exhibitor/co-exhibitor or joint exhibitor is liable for any damage to persons or objects caused culpably by himself, his employees, his representatives or his exhibits and equipment.

The exhibitor is obliged to fit the exhibited machinery and equipment with safety devices complying with the accident prevention rules of the appropriate professional associations. The organizer is entitled to prohibit the exhibition or operation of machinery and/or equipment at his discretion.

20. Protection of industrial property rights

Protection of copyright or other patent rights of exhibits is the responsibility of the exhibitor. A six-months period of protection from the beginning of an exhibition by reason of the law relating to the protection of inventions, samples and trade marks of 18 March 1904 (RGBl. page 141) only takes effect if the Federal Minister of Justice has published a relevant announcement in the Bundesgesetzblatt (Federal Law Gazette) for the event concerned (see Special Conditions for Participation, Exhibition priority).

General Conditions for Participation in Fairs and Exhibitions

(Continued)

21. Site regulations, contraventions

Exhibitors agree to accept the site regulations during the event in all parts of the exhibition center. The instructions of the organizer's employees, who possess official identity cards, must be complied with.

Contraventions of the General and Special Conditions for Participation or instructions within the framework of the site regulations shall entitle the organizer, if such contraventions continue after warning, to immediate closure of the stand at the exhibitor's own risk and expense and without claim to compensation.

22. Place of fulfillment and jurisdiction

The place of fulfillment is Nuremberg. The same applies to the place of jurisdiction when the exhibitor is a merchant in his own right or a juristic person under public law or does not have a general inland place of jurisdiction. The organizer is also entitled to take legal proceedings against the exhibitor at the exhibitor's general place of jurisdiction.

23. Data protection

Personal data are collected, processed and used by the organizer and, if applicable, by service partners in accordance with the provisions of the German Federal Data Protection Act and other relevant data protection regulations for the purpose of providing support and information for customers and potential customers and for handling the services offered.

24. Consent to the use of data

The exhibitor consents to the storage, processing and use of his data transferred with the application form (company name, address, telephone/fax number and e-mail address) by the organizer and, if applicable, by service partners for events and information purposes (advertising). This consent may be cancelled by notifying the organizer at any time without incurring additional costs other than the usual transmission costs at the basic rates.

25. Severability clause

If any provisions of these Conditions for Participation are partially void or incomplete, this shall not affect the validity of the remaining provisions and the contract. In such cases, the parties agree to replace the void or missing provision by a provision that most closely relates to the business purpose intended by the parties.

Supplementary Agreement to the General Conditions for Participation in Fairs and Exhibitions

Bavarian Venue Regulations

Application in the Exhibition Center Nuremberg

1. Assurance of public safety and order

The exhibitor shall comply with all public safety regulations, in particular with the Bavarian Venue Regulations. The exhibitor is obliged to exhibit only properly maintained and protected equipment and exhibits in the exhibition halls and these must comply with all statutory regulations on the technical safety of equipment.

2. Emergency routes

Emergency routes in the exhibition halls must be kept clear at all times, including during assembly and dismantling. Contraventions will be fined.

3. Articles used in the halls

Requisites, decorations and other articles must be made of fire-resistant material. Pyrotechnic articles, combustible liquids and other combustible material, especially packaging material, may only be kept in special areas provided by NürnbergMesse.

The operation of laser systems is subject to compliance with the relevant industrial safety regulations, including in areas accessible for visitors.

4. Fire regulations and safety concept

NürnbergMesse has issued fire regulations, which are displayed throughout the exhibition centre and are part of the contract.

In connection with the enforcement of the Bavarian Venue Regulations, NürnbergMesse in consultation with the responsible authorities will draw up a safety concept, which will be implemented by separate arrangements as part of the existing contracts.

5. Security staff, security manager

The maintenance of public safety and compliance with the requirements of the Bavarian Venue Regulations are monitored by special security staff; the security manager is authorized to issue binding instructions, especially if the safety of the event is at risk.

6. Event director and event equipment director

The event director appointed by NürnbergMesse shall ensure compliance with the public safety regulations and particularly the Bavarian Venue Regulations. The event director is also authorized to close the event. Compliance with instructions issued by the event director is compulsory.

The name of the event director and his deputy must be announced in writing a suitable period of time before the respective event.

The event director shall be informed immediately of any special occurrences that could adversely affect the safety of the event.

The event equipment director must ensure the safety and operability of the technical facilities at the venue in terms of fire prevention during the official opening times of the event.

The event director or his deputy shall be present personally throughout the official opening time of the event, and the event equipment director or security manager shall be present during the assembly and dismantling periods as well.

7. Safety instructions

The regulatory authorities, event director, event equipment director and security manager are authorized to issue instructions within the framework of the safety regulations. Compliance with these instructions is compulsory.

Bavarian Health Protection Act

Application in the Exhibition Center Nuremberg

With the exception of smoking areas specially marked for this purpose, smoking is prohibited in the exhibition halls, congress halls, conference rooms, restaurants, cafeterias, mobile catering areas and service areas of the Exhibition Center Nuremberg.