

Application for a trade fair stand

The application consists of the following documents A - F



AFAG Messen und Ausstellungen GmbH Project Management HOGA 2019

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Internet: www.hoga-messe.de
E-mail: info@hoga-messe.de

Will be completed by the	exhibiton management:
Hall	Stand
m x	m = m²
Reg. no.	

Beginning of the layout planning: November 2017

Company*			Phone*			
			Fax* E-mail* Internet*			
Street/P.O. Box*						
Zip Code* City* Manager/ owner		Entry in the index of exhibitors under letter E-mail (invoice, if different from personal)				
Contact person			Different	correspond	ence address	
Personal E-mail						
Mobile (at the stand)						
Personal phone			Different	invoicing ad	dress	
		—		ase fill out ap		
We hereby apply as per	conditions	of parti	Repr	resented cor ase fill out ap	npany will be hande	
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Minimum depth of stand 3 m Row stand Minimum size 12 m² Corner stand Minimum size 15 m²	Front in m	De	Reprincipatio	resented cor ase fill out ap n: Area in m²	npany will be handed be	
Row stand Minimum size 12 m² Corner stand	Front in m	De	Reprincipatio	resented cor ase fill out ap n: Area in m²	npany	

The attached "general trade fair and exhibition conditions" of the FAMA (association of german trade fairs and exhibition industry), the regulations in the leaflet for exhibitors and the "special trade fair conditions" of AFAG Messen und Ausstellungen GmbH are expressly accepted with submission of this application (see appendix E).

€/m²

0.60

Dimensions variable?

All prices exclude VAT.

please list the height:

X Trade association contribution

☐ Water connection is required

Screen line dimensions _

(Purchase order takes place separately via the service manual)

If the stand or the exhibits exceed a height of 2.50 m,

☐ yes ☐ no



Trade Fair Gastronomy Hotel & Catering 13th-15th January 2019- Exhibition Center Nuremberg

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Offer for a complete exhibition stand

1111	LOGO	100
		- 111

Basic

- Electricity supply 230 V/16 A incl. power consumption and 1 spotlight each 4 m²
- Octanorm wall system/height 250 cm, panels white/supports + frames silver
- Head panel, white/30 cm, on the open sides
- · Stand lettering with LOGO
- Carpet, Fair-Rips, incl. laying and disposal
 Colour selection: ☐ grey ☐ anthracite ☐ red ☐ blue ☐ green



Comfort

- Electricity supply 230 V/16 A incl. power consumption and 1 spotlight each 4 m²
- Octanorm wall system/height 250 cm, panels white/supports + frames silver
- Head panel, white/30 cm, on the open sides
- Stand lettering with LOGO
- · Grid ceiling strip facing the corridor
- Cabin (1 x 1 m) with lockable door
- Conference set 1 table with 4 chairs
- Information counter
- Carpet, Fair-Rips, incl. laying and disposal Colour selection: □ grey □ anthracite □ red □ blue □ green



Exclusive

- Electricity supply 230 V/16 A incl. power consumption and 1 spotlight each 4 m²
- Wall construction white/system Syma in aluminum frame construction
- Head panel, white/30 cm, on the open sides
- Stand lettering with LOGO
- Aluminium truss system F34/C 29 x 29 cm
- Cabin (1 x 1 m) with lockable door
- Bar table set 1 bar table with 4 bar stools
- Information counter

or:

Carpet, Fair-Rips, incl. laying and disposal
 Colour selection: ☐ grey ☐ anthracite ☐ red ☐ blue ☐ green

Complete stand price/order

Minimum depth of stand 3 m	Front in m			pth m	Area in m²	
	min.	max.	min.	max.	approx.	
Row stand						
Minimum size 12 m²						
Corner stand						
Minimum size 15 m ²						
End of row stand						
Minimum size 28 m ²						
Island stand						
Minimum size 50 m ²						

We order:	
☐ Basic	€ 51.00/m²
☐ Comfort	€ 82.00/m²
☐ Exclusive	€ 134.00/m²
association co	nedia fee, trade ontribution and dis- are charged extra!

or:

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Basic equipment/stand components

Partition walls for stand	€ 19.80/running metre	
Octanorm, coated white		
Chargeable order incl. inst	allation and dismantling	
		l
		t

Flooring	€ 7.90/m²
Carnot POMA Vilian	

Chargeable order incl. laying and disposal

	grey		anth	racite		red		blue		green	
10 C	olour is	sel	ected,	the ca	arpet	will k	oe la	yed at	t the	expense	9 0
e ex	hihitor ir	1 th	e colo	ur are	V						

or:

We will use a pre-fabricated stand/stand system or an individually construction stand. In case of a prefabricated
stand/stand system or individually constructed stand the
exhibitor is obligated to provide the closed sides of the
stand with an opaque, 2.50 m high partition wall system.

We will lay our own/hired flooring or will place a
separate order via the service manual.

All prices exclude VAT.





Special participation - maximum attention at a low price

4 (Dis Distance) (The Decetor)
1. "Die Rösterei" (The Roastery):
Community presentation of special roasteries and all facets of the trend revenue source, coffee.
We order a fully equipped exhibition stand, including stand rental at the fixed price of € 203.00/m².
Included in the price are: carpeted floor chocolate, 1-m counter, 1 bar stool, 1 shelf unit, stand inscription
with company name, central washing-up facility
or:
We order a stand area, without structure, at a price of € 152.00/m².
Included in the price are: carpeted floor, central washing-up facility.
Desired stand size:
Front in metres: m Depth in metres: m Square metres: m²
2. "HOGANovum":
Community presentation of start-ups and innovative products.
Community presentation of start-ups and innovative products.
We order a fully equipped exhibition stand, including stand rental at the fixed price of € 203.00/m².
Included in the price are: white stand design, carpeted floor light blue, 1-m branded counter with company logo
(counter top 96x96 cm), 1 bar stool, 1 shelf unit, stand inscription
with company name, central washing-up facility
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or:
We order a stand area, without structure, at a price of € 152.00/m².
Included in the price are: carpeted floor, central washing-up facility.
3. Fr. 3
Desired stand size:
Front in metres: m Depth in metres: m Square metres: m ²
3. "LiquidArea":
Community presentation of beverage companies.
We order a fully equipped exhibition stand, including stand rental at the fixed price of € 203.00/m².
Included in the price are: white stand design, carpeted floor turquoise, 1-m counter, 1 bar stool, 1 shelf unit,
stand inscription with company name, central washing-up facility
or:
We order a stand area, without structure, at a price of € 152.00/m².
Included in the price are: carpeted floor, central washing-up facility.
Desired stand size:
Front in metres: m Depth in metres: m Square metres: m²
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For all types of participation, the media fixed charge of \in 230.00, the trade association contribution of \in 0.60/m² and the security & waste disposal levy of \in 3.95/m² are not included.

All prices exclude VAT.

Please send this application to:

AFAG

Messen und Ausstellungen GmbH Project Management "HOGA" Messezentrum 1 90471 Nürnberg GERMANY

(If folded, will fit into a long envelope in accordance with the German DIN Standard)

More information concerning your participation

In the following you have the possibility to give us more details concerning your preferred stand positioning. Thank you for your understanding that we cannot always accommodate every request.

Stand positioning:
☐ We were happy with our stand positioning in 2017 and would like to reserve this again (if possible).
☐ We were happy with our stand positioning in 2017, but we would like to request a larger/smaller stand area
(please underline applicable) m x m = m²
☐ We were not happy with our stand positioning in 2017 and would like to get an alternative proposal (please enter comments and preferences below).
☐ We did not have a stand in 2017.
Positioning preferences:
☐ We would like to be positioned in the environments of the following companies:
☐ We would <u>not</u> like to be positioned in the environments of:
☐ We ware planning a joint stand with the following companies:
Other comments and preferences:

Marketing order



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1. Advertisments in the catalogue:		
Special pages with bleed (4c):		
☐ Inside front cover (W 115 mm x H 210 mm + 3 mm)	€ 980.00	
1st end sheet page (W 90 mm x H 180 mm + 3 mm)	€ 900.00	
☐ Inside back cover (W 115 mm x H 210 mm + 3 mm)	€ 1,050.00	
Outside back (W 115 mm x H 210 mm + 3 mm)	€ 1,300.00	
Insert page	€ 950.00	
Advertisments:		
☐ 1/1 full page (W 90 mm x H 180 mm)	€ 850.00	
☐ 3/4 page (W 90 mm x H 135 mm)	€ 750.00	
1/2 page (W 90 mm x H 90 mm)	€ 580.00	
☐ 1/3 page (W 90 mm x H 60 mm)	€ 530.00	
☐ 1/4 page (W 90 mm x H 45 mm)	€ 490.00	
Please send us your offer of advertising supplements and bookmarks.		
2. Advertisements in the visitor-guide (hall plan):		
Front cover (W 99 mm x H 207 mm)	€ 1,800.00	
☐ 1/1 full page (W 99 mm x H 202 mm)	€ 950.00	
1/4 page horizontal (W 90 mm x H 45 mm)	€ 450.00	
3. Logo package:		
Your company logo 5 times in focus	€ 450.00	
	430.00	
Index of exhibitors: catalogue and online Commodity group index: catalogue and online		
Hall plan: visitor-guide		
•		
4. Guest tickets:		
You will receive 10 guest tickets free of charge!		
_		
10 guest tickets as e-ticket codes to the following e-mail address		
10 guest tickets as print tickets (printing and service charge € 10.00)		
Additional guest ticket packages:		
50 guest tickets as e-ticket-codes	€ 380.00	
100 guest tickets as e-ticket-codes	€ 700.00	
500 guest tickets as e-ticket-codes	€ 3,250.00	
1,000 guest tickets as e-ticket-codes	€ 6,000.00	
50 guest tickets as print-tickets	€ 390.00	
100 guest tickets as print-tickets	€ 710.00	
500 guest tickets as print-tickets	€ 3,260.00	
1,000 guest tickets as print-tickets	€ 6,010.00	
All prices exclude VAT.		

Commodity group index



5,

Company		Hall	Stand no.
Phone		Contact p	erson
E-mail		under one	(one line with company name, hall, stand number) product group in the commodity index. € 40.00 will large additional entry.
		(Details s	see section 8.1 of the "special trade fair ns")!
1	Kitchen equipment	1.4	Preparation
1.1	Cooking equipment	□ 1.4.1	Cooking accessories
1.1.1	Work benches	1.4.2	Knifes
1.1.2	Baking ovens and pizza ovens	1.4.3	Pasta machines
1.1.3	Bain-maries	1.4.4	Portioning appliances and machines
1.1.4	Frying and grilling equipment	1.4.5	Cream whipping and blowing machines
1.1.5	Combination steamers	1.4.6	Salad and vegetable washing machines
1.1.6	Cook & Chill	1.4.7	
1.1.7	Steam cookers	1.4.8	3
] 1.1.8	Fume extraction hood	1.4.9	
1.1.9	Grease separator	=	Packaging and sealing systems
_ `	Butcher's equipment and accessories		Scales
_	Liquid gas machinery	□ 1.4.11	Ocales
_	Deep-fryers and accessories	1.5	Duffet and hovered aguinment
_	Automatic cookers	□ 1.5.1	Buffet and beverage equipment
_	Gastronorm containers	1.5.1	Buffet systems
_	Hot-air steamers	1.5.2	Dispensers
_	Stoves/cookers	1.5.3	Espresso machines
_	Induction cookers and accessories	1.5.4	Flambé and serving trolleys
_	Iso transportation containers	1.5.5	Beverage and bottle cooler Drinks machines
_	Kitchen equipment and machinery		
_	Microwave ovens	☐ 1.5.7	Coffee machines
_	Smoker	□ 1.5.8	Coffee grinders
_	Cooking utensils	☐ 1.5.9	
_	Thermal bridges, warming appliances and		Drink dispensing systems and batcher
J 1.1.23			Food dispensing devices
7 44 04	heating plates		Transport equipment
_	Grills and waffle irons	□ 1.5.13	Vending machines
J 1.1.25	Bar equipment		
4.0	B. ()	_ 2	Facility management
1.2	Refrigeration	<u></u> 2.1	Waste disposal systems
1.2.1	Refrigerators, cooling tables and deep freezers	□ 2.2	Ventilation and extraction systems,
1.2.2	Refrigerated display cases and counters		air conditioning
1.2.3	Saladetten	<u>□</u> 2.3	Ironing machines and rotary ironers
1.2.4	Cold and freezer rooms	<u> </u>	Heating technique and energy management
1.2.5	Shock freezers and blast chillers	□ 2.5	Key issuing systems and hotel key chains
」 1.2.6	Ice cube makers	2.6	Insect repellent and pest control
」 1.2.7	Refrigerated vehicles and trailers	2.7	Cleaning equipment
		□ 2.8	Locking and security systems
1.3	Dishwasher and polishing technology	2.9	Laundry equipment and accessories
1.3.1	Cutlery washing and polishing machines	2.10	Washing machines and laundry dryers
1.3.2	Dishes, glass and storage baskets	2.11	Water treatment
1.3.3	Dishwashers	2.12	Signposts, signs, guidance systems,
1.3.4	Glass washing and polishing machines		parking technology
1.3.5	Detergents	2.13	Elevator technology
1.3.6	Sink units		
1.3.7	Pot washing machines		





5,

	3	Furnishing and equipment		Dairy products
_	3.1	Furniture, lighting, tableware		Pasta
Ļ	3.1.1	Restaurant and bar furnishings		Fruits
Ļ	3.1.2	Lighting technologies and PA systems		Oils and fats
Ļ	3.1.3	Beds and mattresses	₩ 4.1.17	Sauces and soups
Ļ	3.1.4	Decoration materials	<u></u> 4.1.18	Frozen foods
Ļ	3.1.5	TV and entertainment systems		Snacks and nibbles
Ļ	3.1.6	Curtains and fabrics for upholstery	□ 4.1.20	Cash & Carry Markets
Ļ	3.1.7	Glassware and glasses		
Ļ	3.1.8	Hotel room furnishings and upholstered furniture	4.2	Beverages
Ļ	3.1.9	Interior finishings	4.2.1	Soft drinks
	3.1.10	Children's and baby's furniture, play areas and	4.2.2	Beer and beer mixed drinks
_	7	accessories	4.2.3	Fruit juices, nectars and smoothies
<u> </u>	_	Minibar	4.2.4	Coffee
F		Porcelain, dishes and cutlery	4.2.5	Cocoa and drinking chocolate
F	_	Safes	4.2.6	Mineral, healing and table water
F	_	Chairs and tables	4.2.7	Mixed drinks, cocktails and energy drinks
F		Carpeting and flooring	4.2.8	Sparkling wine and champagne
L	」 3.1.16	Disposable items (dishes, cutlery, packaging,	4.2.9	Spirits
	7	napkins)	4.2.10	
F		Reusable items (dishes, cutlery, trays)		Wine
F		Supplements and accessories		Beverage wholesalers
L	3.1.19	Play equipment and gambling machines		ŭ
	2.0	Outdoor most war and	5	Services and organisation
Г	3.2	Outdoor gastronomy Beer garden and terrace furniture	5.1	Information, communication and process
F	3.2.1	•	5.1	· · · · · · · · · · · · · · · · · · ·
F	3.2.2	Awnings, sunshades and wind screen systems Playground design		technology
F	3.2.4	Tents and pavilions	5.1.1	Cashless payment systems
		Winter gardens and glass roofs	5.1.2	Data and information systems
	3.2.6	Terrace heating devices	5.1.3	Internet and multimedia
F	3.2.7	Sales vehicles and trailers	5.1.4	POS systems
_	0.2.7	daids verificies and trailers	5.1.5	Conference and seminar technology
	3.3	Bathroom, fitness, wellness	5.1.6	Control and accounting systems
Г	3.3.1	Bathroom accessories	5.1.7	Quality management systems
	3.3.2	Bathroom furniture	5.1.8	Cash registers Reservation and booking systems
				Reservation and booking systems
F	_	Fitness and massage equipment	5.1.9	
Ė	3.3.3	Fitness and massage equipment Hair and hand drivers	<u> </u>	Telecommunication systems
	3.3.3	Hair and hand dryers	5.1.10 5.1.11	Telecommunication systems ERP systems
	3.3.3 3.3.4 3.3.5	Hair and hand dryers Sanitary equipment and accessories	5.1.10 5.1.11	Telecommunication systems
	3.3.3	Hair and hand dryers Sanitary equipment and accessories Swimming pools, saunas, solariums, whirlpools	5.1.10 5.1.11 5.1.12	Telecommunication systems ERP systems Waiter's wallets and accessories
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	3.3.3 3.3.4 3.3.5 3.3.6 3.3.7 3.3.8	Hair and hand dryers Sanitary equipment and accessories Swimming pools, saunas, solariums, whirlpools and spas Soap and paper towel dispensers Wellness products	5.1.10 5.1.11 5.1.12 5.2 5.2.1 5.2.2	Telecommunication systems ERP systems Waiter's wallets and accessories Sales promotion Outdoor advertising Lettering and display systems, advertising stands
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4.1.10 Vegetables, herbs, salads, dressings and dips

4.1.11 Herbs and spices
4.1.12 Potato products



Application as co-exhibitor

and represented companies



In accordance with section 7 of "general trade fair and exhibition conditions" of the FAMA (association of german trade fairs and exhibition industry)

Contact person	* Co-exhibitor € 395.00 plus VA (A company which is represented at the stand of a main exhibitor with its own personn
Phone	and products/services). * Represented company € 0. (A company whose products and services
E-mail	are offered by the main exhibitor without th company's own personnel).
☐ <u>Co-exhibitor</u> ☐ Represe	nted company
Company	Contact person
Street/P.O. Box	Zip code, City
Phone	<u>Fax</u>
E-mail	Internet
Products	Entry in the index of exhibitors under letter A-Z
Sales tax identification number (EU), W	AT number Product group (See form C)
☐ <u>Co-exhibitor</u> ☐ Represe	ented company Contact person
•	
•	Contact person
Company	Zip code, City
Company Street/P.O. Box	Contact person Zip code, City
Company Street/P.O. Box Phone	Contact person Zip code, City Fax
Company Street/P.O. Box Phone E-mail	Contact person Zip code, City Fax Internet Entry in the index of exhibitors under letter A-Z Product group
Company Street/P.O. Box Phone E-mail Products Sales tax identification number (EU), V.	Contact person Zip code, City Fax Internet Entry in the index of exhibitors under letter A-Z Product group
Company Street/P.O. Box Phone E-mail Products Sales tax identification number (EU), V.	Contact person Zip code, City Fax Internet Entry in the index of exhibitors under letter Product group (See form C) A-Z Product group
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Company Street/P.O. Box Phone E-mail Products Sales tax identification number (EU), V. Co-exhibitor Company Street/P.O. Box Phone	Contact person Zip code, City Fax Internet Entry in the index of exhibitors under letter Product group (See form C) Contact person Zip code, City Fax





HOGA 2019

Exhibition Center Nuremberg 13th -15th January 2019

Exhibiting is governed by the following special terms and conditions for exhibitions and the general terms and conditions for exhibitions of **fama**.

Further regulations are contained in the service manual for HOGA 2019.







Special trade fair conditions of AFAG Messen und Ausstellungen GmbH



1. Venue, duration, opening hours: The HOGA will be held on Sunday 13th January till Tuesday 15th January 2019 in the Nuremberg Exhibition Center. It will be open every day from 10 am to 6 pm, entrance for guests till 5 pm. Admission for exhibitors from 8.30 am to 7 pm.

2. Advertising panels:

We are happy to offer you an advertising panel inside the trade fair if required. A plan is to be submitted.

3. Terms of payment:

The first half of the invoiced amount is due 30 days after the invoice date, the second half by 5th November 2018. After 5th November 2018 issued invoices are immediately due for payment. Place of payment and place of jurisdiction - also for the collection procedure - is Nuremberg.

4. AUMA:

An additional charge of € 0.60 per hall m² is levied as a contribution to the Exhibition and Trade Fair Committee of the German Industry (AUMA).

5. Assembly:

Wednesday, 9th January 2019, 7 am Start of assembly: End of assembly: Saturday, 12th January 2019, 4 pm

The final deadlines can be found in the service manual (changes

The assembly time can only be brought forward with written agreement. For reasons of traffic management time-limited passes are issued on receipt of a deposit.

Columns, wall projections and technical equipment are part of the stand space and are taken into account in the bill.

If stand assembly has not been started by mid-day on the day before the start of the trade fair, the stand will be assembled at the expense of the exhibitor, unless otherwise ordered. Claims for damages cannot be asserted by the hirer.

High-quality exhibition-wall-systems can be ordered by use of the service manual and will be charged accordingly. The hall floors, the hall construction, columns and fixtures must not be painted or decorated. The piping and fire-protection equipment must be accessible at all times. All materials used must be flame resistant.

Any exceeding of the installation height of 250 cm must be reported to the exhibiton management independently of regulatory requirements and be approved by them in advance. The stand limits must in no way be exceeded. Each hall stand must be fully fitted out with a uniform flooring. If no readymade or system stands with fascia boards are available, it is recommended that a fascia board is attached.

The stand configuration and type and content of advertising are subject to restrictions. Sound and optical advertising media, in each case, must be applied for and authorized. All legal trade regulations - especially price marking - must be observed.

6. Dismantling:

Start of dismantling: Tuesday, 15th January 2019, 6 pm End of dismantling: Thursday, 17th January 2019, 6 pm The final deadlines can be found in the service manual (changes are possible)

Stands which have not been dismantled or exhibited articles which have not been taken away after the specified end of the dismantling period, will be removed at the exhibitor's risk and cost and stored with costs.

The stands and material hired by the contracted companies are to be returned undamaged.

Damage to the fabric of the building, the technical equipment and the premises is to be reported immediately to the exhibiton management. The exhibitor is liable for this.

7. Passes:

Each exhibitor will receive exhibitor passes for the stand staff as well as for the service personnel in proportion to the stand size. The number of exhibitor passes provided will be 2 passes for stands up to a size of 10 m² and, if necessary, 1 additional pass free-of-charge for every additional full 10 m² of stand area in the hall and for each 50 m² of stand area on the open air exhibition ground, however, not more than 10 passes as a maximum.

If it can be sufficiently substantiated that additional passes are required, up to half of the number of cost free passes received can be provided against payment of a fee. In case of misuse the pass will be withdrawn without compensation. For the time of stand setup and dismantling the right to issue work passes is reserved.

8. Media fee/trade fair publications:

A media fee of € 230.00 will be included on the invoice together with the stand rental fee. The media fee (registration before press deadline) includes the following:

- · Inclusion of the company address in the alphabetical index of exhibitors (max. of three lines, company name, street and house number, ZIP code,
- One basic entry (one line with company name, hall, and stand number) under one of the product groups in the commodity index. For each additional entry will be charged \in 40.00.

Inclusion of the data (depending on the procedure used) is based on either alternates or accumulations for the following:

• The official trade fair publication (e.g., catalogue, magazine, etc.)

• The online catalogue on the Internet

• The electronic visitor information system

8.2 Trade Fair Publications

To the extent that an official catalogue or other publication is provided for the trade fair or a detabase of the whibitors is upleaded to the Internet

the trade fair or a database of the exhibitors is uploaded to the Internet, the following rules will apply:

• The entries will be made based on the information provided by the exhibitor in the registration documents. The exhibitor is exclusively responsible for the correctness of the information that he provides. The

AFAG will accept no responsibility whatsoever for this. The same applies to additional orders placed with the publisher by the exhibitor.

• The AFAG expressly points out that, with the exception of the publisher named by the AFAG, no third parties whatsoever, and also no other publishers are commissioned or will be commissioned with the preparation of trade fair publications and exhibitor directories – in particular after the trade fair has been held. If such offers should be received by the exhibitors these are initiated by third parties which have no relationship. exhibitors, these are initiated by third parties which have no relationship to the AFAG whatsoever.

The event organizer will transmit the contact data of the exhibitors to the relevant media partners for the purpose of offering announcements pertaining to the trade fair. (Trade fair special pages/collectives, text and

9. Service manual:

Order forms with information on prices and supply conditions for all necessary technical services are sent with the service manual. With the sending in of the order form the exhibitor gives the order to the responsible contract companies and becomes liable for the accruing costs. The technical guidelines, assembly regulations, fire-prevention measures/fire safety regulations and house rules given in the manual are integral parts of the contract

10. Flat rate for security and waste disposal:

The flat charge for security and waste disposal:

The flat charge for security and waste disposal is shown separately on the invoice for the stand. This fee covers additional preventative security measures (exceeding the general security obligations for events) as well as the disposal of waste in a legally prescribed fashion.

The additional preventative security measures aim to avert potential external risks for exhibitors and visitors, and include the use of additional rapid response teams, selective baggage screening, the use of anti-ramming barriers and much more.

Separately from the flat rate, the respective exhibitor is also obliged, in accordance with the applicable statutory regulations (e.g. the Commercial Waste Ordinance), to avoid waste and to sort waste into recyclable material

Waste Ordinance), to avoid waste and to sort waste into recyclable materials (paper and cardboard, glass, plastics, metals, wood, textiles, organic waste). The disposal of hazardous waste and toxic substances, as well as exceptionally high quantities of waste, will be charged for in addition to the flat fee. The WASTE DISPOSAL form in the service handbook is to be completed in all cases and sent to exhibition management.

11. Selling:
The distribution of samples, food and beverages for consumption on the premises must be approved by the exhibiton management and has to be quit irrevocably at 6 pm.

12. Draws, etc.:

Tombolas, competitions, quizzes, raffles, the giving of promotional free gifts, among other things, must not be carried for money or donations.

The exhibiton management is not responsible for any damage or loss to stand bodywork and exhibited goods. Insurance can be arranged by the exhibiton management for the exhibited goods and third parties under favorable conditions via a framework agreement.

14. Smoking prohibition:We point out that, at the time of the event, because of the legal situation in force in the state of Bavaria, a ban on smoking must be observed and implemented. The no-smoking legislation also applies in the catering establishments in the halls and service areas.

Organizer:

AFAG Messen und Ausstellungen GmbH

Messezentrum 1, 90471 Nürnberg Phone +49 (0) 9 11/9 88 33-0, Fax +49 (0) 9 11/9 88 33-500

Internet: www.afag.de E-mail: info@afag.de

Registration court: Nuremberg HRB 651 CEO: Henning und Thilo Könicke

Exhibiton management:

AFAG Project Management

HOGA 2019

Messezentrum 1, 90471 Nürnberg Phone +49 (0) 9 11/9 88 33-540, Fax +49 (0) 9 11/9 88 33-549

Internet: www.hoga-messe.de E-mail: info@hoga-messe.de

fama Member of Association of German Trade Fairs and **Exhibition Industry**



Member of Society for Voluntary Control of Trade Fair and Exhibition Statistics





General Terms and Conditions for Exhibitions of the FAMA Fachverband Messen und Ausstellungen e. V. (Special Association for Fairs and Exhibitions)



The following provisions shall govern the legal relationship between the organiser of an exhibition and the respective exhibitor. They can be supplemented by "Special Terms and Conditions for Exhibitions"and the "House Rules" valid for the respective exhibition. Any agreements deviating from the "General and Special Terms and Conditions for Exhibitions" shall require the written form to become legally effective.

With his application, the applicant acknowledges these "General Terms and

Conditions of the FAMA, Fachverband Messen und Ausstellungen e. V.", the "Special Terms and Conditions for Exhibitions" applying to the particular exhibition, and the "House Rules" as binding upon himself and all persons employed by him at the exhibition. Any General Terms and Conditions of the exhibitor that are conflicting with the above-mentioned conditions shall not become part of the contract, even if they are not expressly contradicted.

The organiser's remuneration shall comprise all main and subsidiary services

rendered by the organiser for the exhibitor for the purpose of holding the event and shall discharge these. The remuneration for the main services can be gathered from the application and the "Special Terms and Conditions for Exhibitions". The exhibitor shall be informed in advance, if so requested, of the costs of supply systems to be installed at his request and of other subsidiary services, e. g. gas, water, electric power supplies. The trade association contribution shall be calculated net per rented square metre and shown separately on the invoice.

2. Application

The application for participation in the event shall be made using the validly signed application form. In case application is made using an on-line form, this form shall also be valid without signature by sending it to the organiser.

No conditions or reservations imposed by the exhibitor on the application form, for instance regarding the exact position of the exhibition stand or the exclusiveness within a product group, shall be permitted and these shall be considered irrelevant for the conclusion of the contract. They shall only develop legal effectiveness if they are confirmed in writing by the organiser before or at the time of contract conclusion.

The application shall constitute an offer of the exhibitor to which the exhibitor shall remain bound up to 8 days after the deadline specified in the "Special Terms and Conditions for Exhibitions", but at the most up to 6 weeks prior to the opening date of the exhibition, unless admission has been granted in the meantime. If an application is received later or after the closing date for applications, the exhibitor shall be bound for a fortnight.

3. Admission / contract conclusion

The contract between the organiser and the exhibitor (contract of participation) shall be concluded with receipt of the confirmation of admission or the invoice at the exhibitor's either per letter, fax or per electronic transmission. The right to admit exhibitors and individual exhibits is incumbent solely on the organiser if necessary with the assistance of an exhibition advisory board or the exhibition committee. The organiser shall be entitled to limit the number of registered exhibits and to alter the amount of registered floor space if conceptionally necessary. A change to the floor space may in particular be made to reach the specified minimum dimensions of the stand and apart from that shall have to give due consideration to the exhibitor's interests. The organiser may exclude individual exhibitors from the exhibition for legitimate reasons, such as lack of space. The organiser may restrict exhibition admission to particular exhibitor, supplier or visitor groups should this be required to serve the purpose of the exhibition. The exclusion of competing exhibitors may not be requested or confirmed.

Ordinary termination of the contract of participation shall be excluded; the right to extraordinary termination shall remain unaffected by this. The organiser shall in particular be entitled to termination of the contract of participation without notice for cause if the conditions for admission of the exhibitor subsequently cease to exist or are no longer met, as well as if despite two reminders, the exhibitor is in default of payment. In case of an extraordinary termination for which the exhibitor is responsible, he shall be obliged to pay a fee amounting to 25 % of the remuneration to cover any costs already incurred.

A release from the contract at the exhibitor's request is possible (see paragraph 5). However, the organiser shall not be obligated to grant the request.

If any justified objections or complaints in respect of the goods offered or the exhibitor's work approach arise, the organiser shall in the general interest be entitled and authorised to immediately take appropriate rectifying action. In such a case, the organiser can cancel existing contracts for subsequent exhibitions, because essential requirements on which these contracts are based are no longer given.

It is not permissible to exhibit second-hand goods or goods that have not been registered or approved.

Unforeseen events rendering the planned realisation of the exhibition impossible and for which the organiser is not responsible entitle the latter to

 a) Cancel the exhibition prior to its opening. If cancellation takes place more than 6 weeks but not more than 3 months prior to the opening date, 25% of the remuneration will be charged to cover costs. If cancellation takes place in the last 6 weeks prior to the opening date, the contribution towards expenses shall be raised to 50%. Furthermore, any expenses incurred at the exhibitor's request shall be paid as well. If the exhibition must be closed on account of force majeure or by an official order, the agreed remuneration and all the costs to be borne by the exhibitor are to be paid in full.

- b) Postpone the date of the exhibition. Exhibitors who can prove that the exhibition will then coincide with another exhibition for which the exhibitors already have a firm booking may be released from the contract in accordance with paragraph 5.
- c) Shorten the duration of the exhibition. Exhibitors are not entitled to be released from the contract. Nor will any reduction of the remuneration be allowed.

In all cases, the organiser shall make decisions of such serious nature in cooperation with the appointed committees or exhibition advisory boards and shall give notice as early as possible. Claims for damages shall be barred for both parties in all cases.

5. Release from the contract

Should the organiser exceptionally permit a release from the contract after binding registration or admission, 25% of the remuneration shall be charged as reimbursement of costs as well as any expenses incurred out of existing orders upon the request of the exhibitor. In this case, the exhibitor is expressly granted the right to prove that no or lesser damage has been caused to the organiser. Application for release from the contract must be made in writing. It shall be

deemed to be legally binding only if the organiser also gives his

consent in writing. The organiser may make such release dependent on whether the allocated floor space can subsequently be put to other uses. Reallocation of the floor space to another exhibitor then corresponds to a release from the contract for the original exhibitor, but the latter shall have to pay the difference between the effective remuneration and the remuneration actually

achieved, plus any fees payable pursuant to paragraph 1.
If the floor space cannot be put to other uses, the organiser shall in the interest of the overall appearance of the event be entitled to move another exhibitor to the unoccupied stand or to fill the stand in some other manner. In this case, the released exhibitor shall not be entitled to claim any reduction in remuneration. Any costs incurred for decoration or for filling the unoccupied stand shall be borne by the released exhibitor.

6. Stand assignment

Stands shall be assigned by the organiser on the basis of aspects arising from the concept and theme of the exhibition. The date of receipt of the application shall be irrelevant. Special requests shall be taken into consideration where possible, but there is no legal obligation to do so. The exhibitor shall be notified in writing of the location of the stand. As a rule, notification hereof is given in connection with the admission

confirmation and hall and stand number. Complaints must be made in writing within 8 days of receipt of notification of the stand assignment. The exhibitor shall be obliged to accept a minimal reduction in assigned floor space, where this is required for technical reasons. The reduction may be a maximum of 10 cm in width and length respectively and does not entitle to a reduction of the remuneration. This does not apply for prefabricated stands or system stands that have been expressly registered as such. A stand may only be relocated for compelling reasons. The organiser shall be obliged to offer the respective exhibitor an as far as possible equivalent stand/floor space. In this case, the exhibitor shall be entitled to cancel the contract without mutual indemnification within two days after notification. The withdrawal shall be made in writing. The above provision does not apply to stands that are moved a few metres in the same hall. The organiser reserves the right to alter the location of entrances, exits, emergency exits and passages. The organiser shall be obliged to immediately notify exhibitors in writing of any alterations referring to the location, size or type of stand.

7. Assignment of the stand to a third party, sale on behalf of third parties, co-exhibitors

The exhibitor shall not be entitled to leave the stand assigned to him to third parties in whole or in part free or in return for payment or to swap it with another exhibitor without the organiser's written approval. The exhibitor shall act in his own name vis-à-vis visitors and shall not be entitled to accept orders on behalf of other companies.

Admission of a co-exhibitor shall only be permitted if this has been approved by the organiser in writing. The co-exhibitors shall have to designate a joint representative in their application. Any notices and explanations of the organiser to the designated representative shall be deemed to have been given to and received by all co-exhibitors. In case of the admission of co-exhibitors, all co-exhibitors shall be jointly and severally liable for the organiser's

When orders from visitors are accepted, the order confirmation must contain the full contact details of the suppliers and of the exhibitor.

8. Terms of payment

50% of the remuneration to be paid to the organiser shall be paid within 30 days of invoice date, the remainder by 6 weeks prior to the opening date, unless otherwise agreed in writing or otherwise specified in the "Special Terms and Conditions for Exhibitions". Invoices issued later than 6 weeks prior to the opening date shall be due immediately in full. After the due date, the organiser shall be entitled to charge default interest. This interest shall be based on the legal provisions of § 288 BGB (German Civil Code) and currently amounts to nine percentage points above the basic interest rate per year. The organiser reserves the right to provide evidence of higher damages caused by default. Following futile reminders, the organiser may at his own discretion and subsequent to corresponding notice dispose otherwise of stands that are not



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paid in full. In this case, he may refuse the exhibitor the use of the stand and the issue of exhibitor passes.

The organiser holds a lessor lien in the exhibits brought to the exhibition for all unfulfilled obligations and resulting expenses. The organiser shall not be liable for accidental damage or loss of the pawned goods and has the right to sell such goods in the open market upon written notification thereof. It is assumed that the exhibitor is the sole proprietor of the goods brought to the exhibition.

9. Design and outfitting of the stands

For the entire duration of the exhibition, the name and address of the exhibitor shall be displayed at the stand in an easily recognizable form. The exhibitor shall be responsible for outfitting his stand within the scope of any instructions on the part of the organiser with regard to a standardised form of construction. The guidelines issued by the organiser must be heeded to ensure a good overall appearance. If the exhibitor sets up his own stand, he may be requested to submit to the organiser true-to-size drawings for approval prior to commencing work. The use of pre-fabricated and system stands shall be expressly stated in the application. The name of the firms commissioned to execute the design and construction work shall be submitted to the organiser. Stand boundaries may not be exceeded under any circumstances. Exceeding the prescribed installation height requires the express approval of the organiser. The organiser is authorized to request the removal or alteration of exhibition stands, the installation of which has not been approved or does not conform to exhibition requirements. Should the exhibitor fail to comply with this written request within 24 hours, the organiser shall be entitled to remove or alter the stand at the exhibitor's expense. If it is necessary to close the stand for the same reason, the exhibitor shall not be entitled to claim reimbursement of the remuneration.

10. Advertising

Advertising in any form whatsoever, particularly the distribution of printed advertising material and the addressing of visitors are permitted only within the stand. The use of loudspeaker systems, musical performances or film or slide projection and any kind of audio-visual media - even for advertising purposes requires express approval by the organiser, and notice must be given well in advance. Demonstrations involving machines, acoustic equipment, projection equipment and modems, even for advertising purposes, may be restricted or prohibited even after permission has been granted if such demonstrations are considered a disruption of the general order of the exhibition. If the organiser operates a loudspeaker system, he reserves the right to make announcements.

The exhibitor shall be obliged to complete construction of the stand within the deadlines specified in the "Special Terms and Conditions for exhibitions". If construction has not been commenced at noon the day before the opening of the exhibition, the organiser has the right to dispose of the stand at his own discretion. The exhibitor shall be liable to the organiser for the agreed remuneration and in addition for any other expenses incurred. Under no circumstances shall the exhibitor be entitled to claims for damages. Complaints concerning the location, size or type of stand must be made in writing to the organiser before stand construction commences and no later than one day after the specified date of construction commencement. All materials used for construction must be flame resistant.

12. Stand operation

The exhibitor shall be obliged to outfit his stand with the registered exhibits for the duration of the exhibition, and, unless the stand has been expressly rented purely for representation purposes, the stand must be kept staffed by trained personnel at all times. The exhibitor shall responsible for cleaning his stand and shall perform this work daily after the exhibition is closed. The organiser shall be responsible for cleaning the other parts of the premises, other parts of the halls and passages. The exhibitor shall be required to avoid and separate waste according to recyclable materials. Additional costs for sewage and refuse disposal shall be charged according to the "polluter-pays-principle"

All exhibitors shall be required to show due consideration vis-à-vis the organiser and the visitors during the course of the exhibition and during construction and dismantling of the former. The organiser shall be entitled to stipulate exact regulations in the "Special Terms and Conditions for exhibitions" and the "House Rules" to ensure mutual consideration is shown and to take adequate action to the point of extraordinary termination of the contract of participation, if after prior written warning - an exhibitor persistently keeps on contravening against the instruction to show due consideration.

13. Dismantling

No stand may be vacated, in whole or part, prior to the closing of the exhibition. Exhibitors violating this provision shall be charged with a fine of 50% of the net remuneration. Further damage claims shall remain unaffected

Exhibits may not be removed after termination of the exhibition if the exhibition management has asserted its lessor lien. The removal of exhibits despite notification shall be considered a violation of the lessor lien.

The exhibitor shall be liable for any damage to the floor, walls and materials made available to the exhibitor. The exhibition floor space used by the exhibitor shall be left in its original condition not later than the deadline specified to completely vacate this area. Any mounted materials, foundations, excavated areas and resulting damage are to be completely removed and/or repaired.

Otherwise the organiser shall be entitled to have this work carried out at the expense of the exhibitor.

Exhibition stands that are not dismantled by the specified deadline or exhibits left behind shall be removed at the expense of the exhibitor and shall be stored at the exhibition forwarding agent with no liability for loss or damage.

General illumination shall be provided at the organiser's expense. If the exhibitor desires any connections, this shall be stated in the application. Installation and consumption shall be at the exhibitor's expense. In the case of ring cables, costs shall be shared on a pro rata basis.

All installation work up to the stand outlet may only be performed by firms

approved by the organiser. These firms shall be commissioned to perform such work through the organiser's procurement and with his approval, and they shall present their statements for installation and consumption directly to the exhibitors in compliance with the price guidelines issued by the organiser.

Terminals and equipment that do not comply with the relevant regulations - in

particular VDE regulations and regulations of the local public utilities - or the consumption of which is higher than reported, may be removed from the exhibition premises by the organiser at the exhibitor's expense or put out of order. The exhibitor shall be liable for any damage caused by the use of unregistered connections, or by installations that have not been executed by the installation firms approved by the organiser. The organiser shall not be liable for interruptions or fluctuations that may occur in the power, water, gas and air

The grounds and the halls shall be generally guarded by the organiser without liability for losses or damage. The exhibitor himself shall be responsible for supervising and guarding his stand, also during construction and dismantling periods. Special guards may be employed only with the organiser's consent.

16. LiabilityThe organiser, his employees and assistants shall not be liable for any damage resulting from slightly negligent violations of duty. This shall not apply to damage resulting from injury of life, body or health or violation of guarantees and shall also not apply to claims according to the Product Liability Act. In addition, the liability for the violation of duties, the performance of which facilitates the due performance of the contract in the first place and on the observance of which the exhibitor may regularly rely on (cardinal duty), shall remain unaffected. In the cases covered by this paragraph, the organiser shall be liable in accordance with the statutory provisions.

In case of violation of a cardinal duty, the organiser's liability shall be limited to the typically foreseeable damage with the exclusion of any liability for consequential damage.

17. Insurance

Exhibitors are strongly advised to insure their exhibits accordingly and to acquire liability insurance at their own expense.

18. Photographs, drawings, films

Professional photographs, drawings and films on the exhibition grounds may only be made by authorised companies or individuals.

19. Domiciliary rights

The organiser exercises the sole domiciliary rights on the exhibition premises for the duration of the event and can decree "House Rules". Exhibitors and their employees may enter the premises and the halls only one hour prior to the opening of the exhibition. They have to leave the exhibition halls and premises at the latest one hour after closing time. It is prohibited to remain on the premises overnight.

20. Statute of limitations

Exhibitors' claims against the organiser shall become time-barred within a period of one year, starting with the end of the month during which the last day of the exhibition was held.

Any claims of the exhibitors against the organiser shall have to be asserted in writing within a cut-off period of six months, starting with the end of the month during which the last day of the exhibition was held.

The regulations of the above two paragraphs shall not apply if the organiser, his employees or assistants can be charged with wilful intent or grossly negligent behaviour, or if the organiser's liability is based on the statutory provisions in accordance with paragraph 16.

21. Place of Performance and Court of Jurisdiction

The place of performance and the court of jurisdiction are at the domicile of the organiser, even in cases where claims are asserted by way of summons, unless otherwise provided in the "Special Terms and Conditions for Exhibitions".

Reprints of this publication or any parts thereof are not permitted.

As at January 2018