



16 TO 19 NOVEMBER 2010
Eurexpo Lyon, France
Please keep a copy of this document

TO BE RETURNED TO
SepelCom/Piscine - Cité Internationale, 10 quai Charles de Gaulle - 69463 Lyon cedex 06 France
Tel. 33 (0)4 78 176 292 - Fax 33 (0)4 78 176 358 - www.piscine-expo.com - piscine@sepelcom.com

YOUR HEAD OFFICE
VAT no. (EU Invoicing Directive 2001/115 art. 17)
COMPANY NAME
Address
Post code City Country
Tel. Fax
Website
CEO or Manager e-mail
Stand manager Job title
e-mail COMPULSORY @
Sales Manager e-mail
Comm./Marketing Manager e-mail
Export Manager e-mail
You are a: MANUFACTURER DISTRIBUTOR SERVICE-PROVIDER IMPORTER EXPORTER
Are you a member of a professional association? F.P.P. Other
Members of the F.P.P. must enclose a copy of the latest membership certificate with the participation contract.
Capital in euros €

BRANCH OFFICE OR REGIONAL REPRESENTATIVE (if different from head office)
VAT no. (EU Invoicing Directive 2001/115 art. 17)
COMPANY NAME
Address
Post code City Country
Tel. Fax
Website
Contact Job title
e-mail @

Personal data are intended for the use of SepelCom and its partners. In accordance with the French law on data protection dated 06/01/1978, the people concerned are entitled to access their file and correct any information held on them by the organiser. SepelCom is expressly authorised to use this information at a later date for the purposes of direct canvassing. The people concerned are entitled to object to such use by notifying SepelCom to this effect.

Address for correspondence head office branch office Billing address head office branch office

BRANDS PRESENTED AT THE EXHIBITION
List of own brands
List of brands or firms represented

WHO ARE YOUR MAIN COMPETITORS?

1 COMPULSORY REGISTRATION FEE (main exhibitor and co-exhibitor)

The registration fee includes:

- Administrative costs,
- 200 invitation cards (400 for stands > 180 m²),
- Inclusion of your company in the visit guide handed out at the exhibition entrance,
- Presentation of your company in the online exhibitors catalogue on the www.piscine-expo.com website (description of company, logo, 3 photos, a link to your website, an e-mail contact link),
- Keyword search using the search engine and in the online catalogue,
- 2 car park permits,
- 2 exhibitor badges per 9 m² module (limited to 20 badges),
- Unlimited access to the Exhibitors Club (excluding use for PR operations),
- Lump sum payment for insurance.

TOTAL 1 - Registration fee € 750.00 exc. VAT

CO-EXHIBITOR: This refers to any company sharing the main exhibitor's stand. Any company physically present at the main exhibitor's stand is a co-exhibitor. No company other than the main exhibitor may be present at the stand without registering for the exhibition as a co-exhibitor.

To register, the co-exhibitor must fill in a joint participation contract (contact the organiser). The registration fee must be paid. It is €750 exc. VAT i.e. €897 inc. VAT - VAT rate is 19.6% (payable on registration without deposit) and the co-exhibitor is entitled to benefit from all the services included in the fee. Should undeclared companies be identified at the stand during the exhibition, the main exhibitor will be automatically charged a fixed amount of €1500 exc. VAT (€1794 inc. VAT) per company.

REPRESENTED BRAND, SUBSIDIARY or FIRM: This refers to companies that are not physically present but are represented or distributed by the main exhibitor at his stand. The companies must jointly fill in the "Compulsory declaration of brands, subsidiaries or companies represented at your stand" and pay a fee of €100 exc. VAT i.e. €119.6 inc. VAT.

ANY MAIN EXHIBITOR REPRESENTING A COMPANY OTHER THAN HIS OWN, WHETHER FRENCH OR FOREIGN, MUST DECLARE IT (contact the organiser).

2 RESERVE AND FIT OUT YOUR STAND

Detailed description in the stands and services guide

■ RESERVE YOUR SPACE: SELECT YOUR STAND SURFACE AREA

Space only m² X €170 exc. VAT/m² € exc. VAT

NB: minimum surface area: 18 m². From 18 m² to 36 m², BASIC Package or DÉCO CONFORT Package fittings compulsory.

■ FIT OUT YOUR SPACE: SELECT YOUR STAND FITTINGS

New BASIC Package: minimum 18 m² m² X €65 exc. VAT/m² € exc. VAT

New DÉCO CONFORT Package: 18 to 54 m² m² X €155 exc. VAT/m² € exc. VAT

New DÉCO EXPO Package: 55 to 81 m² m² X €138 exc. VAT/m² € exc. VAT

START-UP Package: 9 m² €2,865 exc. VAT € exc. VAT

Supplement for mezzanine m² X €86 exc. VAT/m² € exc. VAT

Supplement for CORNERS (subject to avail.) corner(s) X €325 exc. VAT/corner € exc. VAT

NB: all orders for fittings packages are final. Closing date for DÉCO CONFORT or DÉCO EXPO package orders: 15 October 2010

TOTAL 2 - Stand reservation and fittings € exc. VAT

3 OPTIMISE YOUR PRESENCE

New

Detailed description in the stands and services guide

■ "CONNECT AFFAIRES" KIT

For DÉCO CONFORT packages m² X €25 exc. VAT/m² € exc. VAT

For DÉCO EXPO packages m² X €20 exc. VAT/m² € exc. VAT

For other stand options €1,700 exc. VAT € exc. VAT

■ "CONNECT INTERNATIONAL" KIT

For DÉCO CONFORT packages m² X €25 exc. VAT/m² € exc. VAT

For DÉCO EXPO packages m² X €20 exc. VAT/m² € exc. VAT

For other stand options €1,700 exc. VAT € exc. VAT

■ "CONNECT RÉSEAUX" KIT

people X €25 exc. VAT € exc. VAT

TOTAL 3 - Optimise your presence € exc. VAT

4 COMMUNICATION SOLUTIONS

■ YOUR COMMUNICATION ON THE **WWW.PISCINE-EXPO.COM** WEBSITE

Tap into the visitor traffic at **www.piscine-expo.com**: With 250,000 visitors and 1,500,000 pages viewed in 2008, the Piscine website attracts professionals from all over the world all year round.

Quantity	UP € exc. VAT	Total € exc. VAT
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ADVERTISING BANNERS (for 2 alternating advertisers per page)

HORIZONTAL BANNER FORMAT 468 x 60 PIXELS FIXED OR ANIMATED, AT TOP OF PAGE. **THESE PRICES DO NOT INCLUDE CREATION OF THE FILE.**

Position	UP € exc. VAT	Total € exc. VAT
Position on home page	€2,000 exc. VAT	
Position on Exhibitors Catalogue page	€1,500 exc. VAT	
Position on Visitor Pre-registration page	€1,500 exc. VAT	
Position on any other page of site (excluding positions listed above)	€750 exc. VAT	

SQUARE BANNER FORMAT 250 x 250 PIXELS FIXED OR ANIMATED, ON SIDE OF PAGE. **THESE PRICES DO NOT INCLUDE CREATION OF THE FILE.**

Position	UP € exc. VAT	Total € exc. VAT
Position on home page	€2,000 exc. VAT	
Position on Exhibitors Catalogue page	€1,500 exc. VAT	
Position on Visitor Pre-registration page	€1,500 exc. VAT	
Position on any other page of site (excluding positions listed above)	€750 exc. VAT	

New

EXCLUSIVITY PACKAGE (for 1 advertiser per page)

COMPRISING HORIZONTAL BANNER + SIDE SQUARE BANNER, NO ROTATION. **THESE PRICES DO NOT INCLUDE CREATION OF THE FILE.**

Position	UP € exc. VAT	Total € exc. VAT
Position on Homepage	€10,000 exc. VAT	
Position on Exhibitors Catalogue page	€8,000 exc. VAT	
Position on Visitor Pre-registration page	€8,000 exc. VAT	
Position on any other page of site	€5,000 exc. VAT	

■ SPOTLIGHT ON YOUR NEW PRODUCTS

Your new product in the new products area, the online "new products" gallery and the new products guide	€800 exc. VAT	
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■ YOUR ADVERTISEMENT ON THE VISITOR COMMUNICATION MATERIALS

IN THE PISCINE 2010 OFFICIAL CATALOGUE

Outside back cover	€3,750 exc. VAT	
Inside front cover	€2,850 exc. VAT	
Inside back cover	€2,850 exc. VAT	
4-colour inside page	€1,950 exc. VAT	

IN THE PISCINE 2010 NEW PRODUCTS GUIDE

Outside back cover	€3,250 exc. VAT	
Inside front cover	€2,100 exc. VAT	
Inside back cover	€2,100 exc. VAT	
4-colour inside page	€500 exc. VAT	LIMITED TO 5 ADVERTISERS

■ YOUR COMMUNICATION AT THE PISCINE 2010 EXHIBITION

Flags outside exhibition reception Five 1.20 m x 4 m flags in your colours (pole, flag, placing and removal included)	EXCLUSIVE FOR 1 COMPANY	€7,000 exc. VAT	
Your ad at the show entrance under the Dome One 11 m x 3 m poster in your colours (production, fitting and removal included)	EXCLUSIVE FOR 1 COMPANY	€10,000 exc. VAT	
Your poster on the Eurexpo entrance doors Excluding technical costs and poster printing	EXCLUSIVE FOR 1 COMPANY	€7,500 exc. VAT	
Your logo on the visitors' lanyards	RESERVED FOR 3 COMPANIES	€6,000 exc. VAT	
Your logo on the exhibition floor plans	LIMITED TO 25 COMPANIES	€550 exc. VAT	

COMMUNICATION RIGHTS (excluding logistics and manufacturing costs)

Distribution of documentation at show entrance	RESERVED FOR 5 COMPANIES	€1,250 exc. VAT/day	
Promotional bags at exhibition entrance on display racks (rights excluding technical costs)		€2,000 exc. VAT	

■ INVITE YOUR CLIENTS AND PROSPECTS

Quantity UP € exc. VAT Total € exc. VAT

DATA EXTRACTED FROM VISITOR FILE (subject to acceptance of targets by the organiser)

Fixed charge		€200 exc. VAT	
<input type="checkbox"/> Contact with ADDRESS		€0,20 exc. VAT	
<input type="checkbox"/> Contact with E-MAIL		€0,30 exc. VAT	

INVITATION CARDS

Batch of 200 invitation cards (price excluding postage & packing)		€100 exc. VAT	
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BADGE READER

Badge reader rental		€350 exc. VAT	
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TOTAL 4 - Communication solutions € _____ exc. VAT

5 GRAND TOTAL

GRAND TOTAL EXC. VAT (Total 1 + Total 2 + Total 3 + Total 4) € _____ exc. VAT

VAT 19.6% € _____ exc. VAT

GRAND TOTAL INC. VAT € _____ exc. VAT

6 PAYMENT OF DEPOSIT (must be enclosed with your participation contract)

WE CANNOT PROCESS A PARTICIPATION CONTRACT RETURNED WITHOUT A DEPOSIT

Registration BEFORE 28 MAY 2010:

- deposit of 30% (50% for "Start-up" packages) of the grand total inc. VAT, i.e. € _____

Registration AFTER 28 MAY 2010:

- deposit of 60% of the grand total inc. VAT, i.e. € _____

by cheque,
bank transfer
or credit card

- The balance must be paid no later than 15 September 2010 i.e. the total participation cost must be paid for all registrations received after 15 September 2010.

PAYMENT METHODS

- Bank cheque** payable to Sepelcom and sent to SepelCom - Piscine - Cité Internationale - 10, quai Charles de Gaulle, 69463 LYON cedex 06, France
- Bank transfer** to the account given opposite. (Compulsory for international exhibitors)
- Credit card** (excl. AMEX) / Visa / MasterCard / EuroCard

Card no. _____

Expiry date (MM / YY) ____ / ____

Amount _____

Holder's name

Signature

Paying bank			
B.P.2.L. DIR GRANDES RELATIONS			
Bank code 13907	Branch code 00000	Account number 00 200 164 885	Key 41
IBAN: FR76	1390 7000 0000	2001 6488 541	BIC/SWIFT CCBPFRRPLYO

I hereby declare that the company is not in default of payment on the date of this order. I swear that the information given herein is correct.

I hereby declare that I have read the show rules and regulations (see over) and the General Health and Safety Coordination Plan on the exhibition web site, and undertake to comply with them.

I expressly agree to receive commercial information from GL events by post, fax or e-mail.

In on ____/____/____

Signature of exhibitor

(preceded by the phrase "read and approved")

Company stamp compulsory

■ YOUR COMPANY'S DETAILS

The information you supply below will be carried over to the exhibition catalogue and the www.piscine-expo.com website. No other information will be considered. THIS PAGE MUST BE COMPLETED IN BLOCK CAPITALS.

Under what name do you wish to appear in the catalogue (listing under the first letter of the first word given), on the website and on your stand sign?

Example of alphabetical listing: "PISCINES TOULOUSAINES" will be listed under the letter "P".

_____ 30 characters maximum, including spaces

Address

Post code _____ City Country

Tel. Fax

Website

To which countries do you export?

Name of your manager at show Job title

e-mail@

■ LIST THE PRODUCTS YOU WILL PRESENT

Please use the product codes (Cf. list of products and services enclosed with the Stands & Services guide, page 6).

If you cannot find a code corresponding to your activity, please contact us and we will create one.

1 - _____	6 - _____	11 - _____
2 - _____	7 - _____	12 - _____
3 - _____	8 - _____	13 - _____
4 - _____	9 - _____	14 - _____
5 - _____	10 - _____	15 - _____

■ YOUR COMPANY'S ACTIVITY

Text carried over to the official catalogue and the online catalogue. **Text limited to 400 characters including spaces.**

Français / French

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.....
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.....
.....

Anglais / English

.....
.....
.....
.....
.....

If you have any questions, please write to us at piscine@sepelcom.com

The organiser cannot be held responsible for omissions, reproduction, printing or composition errors or other errors that may arise in the catalogue. It reserves the right to modify, delete or group together certain entries if necessary.

EVENT RULES AND REGULATIONS

CLAUSE 1 - FFSF (Fédération Française des Salons Spécialisés de France) GENERAL REGULATIONS - The general regulations governing fairs and exhibitions organised by members of the FFSF, approved by the Ministry of Trade (Decree of 07/04/1970, clause 1 paragraph 8) are applicable to exhibitors, subject to the additional provisions contained in the present regulations.

CLAUSE 2 - SIGNATURE OF PARTICIPATION CONTRACT - The participation contracts are signed on special forms. They are filled in and signed by the exhibitors themselves. When the contract is issued by a company, the form must include its legal status, capital and headquarters. It is signed by one or more of the directors, managers, associates or other such persons who have authority to sign documents in the company's name. In this case, Sepelcom will send an acknowledgement of receipt to the exhibitor.

Receipt of the participation contract by Sepelcom implies that the exhibitor is familiar with these regulations and the Internal Regulations of Eurexpo and accepts them unreservedly, along with the relevant safety regulations and the public law provisions applicable to events organised in France.

It also implies acceptance of any new arrangements introduced to him by Sepelcom, even verbally, if required by circumstances or in the interests of the exhibition. The main exhibitor may welcome a joint participant only with a minimum of 9sqm (ex: 1 joint participant for a 18sqm stand ; 2 joint participants for a 27sqm stand).

CLAUSE 3 - MULTIPLE STANDS, JOINT STANDS (CO-PARTICIPATION) - Any company that participates in the exhibition, at the stand of a third firm, even on a limited basis, must make its attendance official by filling in a participation contract. It will be charged a registration fee and insurance premium.

This participation contract entitles the company to all the advantages inherent to an official exhibitor (inclusion in the guide, insurance, etc.). Co-participants must also comply with the obligation to leave their equipment on the stand throughout the exhibition, since it is forbidden to remove equipment during this time.

CLAUSE 4 - ADMISSION CONDITIONS - SepelCom, assisted if necessary by the Exhibition Committee, reserves the right to assess the eligibility of potential exhibitors, in conformity with the provisions of the Ministerial Decree of 07/04/1970 (Clause 1). This eligibility is defined in Clause 29 of these regulations.

CLAUSE 5 - ASSESSMENT OF CONTRACTS - ACCEPTANCE AND REJECTION - The participation contracts are received and registered by Sepelcom and subject to examination. Sepelcom has the right to reject or accept an application at any time without right of appeal and without having to give any reason for its decision. A rejected applicant is not entitled to argue on the basis that he has participated in previous exhibitions or that he was invited to participate by Sepelcom. Nor will he be entitled to invoke the correspondence exchanged between him and Sepelcom, the cashing of any payment for services ordered, or the publication of his name on any list whatsoever, as proof that he should be accepted. Acceptance is announced by official notification from Sepelcom. For the signatory of the participation contract, it then becomes definitive and irrevocable.

Should a company be placed under a court order to avoid liquidation or be subject to compulsory liquidation proceedings after its participation contract has been registered, any such contract shall be considered null and void, unless the provisions of Clause 37 of the law of 25/January/1985 are applicable.

Sepelcom may decide to uphold the participation contract, provided that the representative of the Commercial Court expressly authorises the company to remain in activity for a sufficient length of time to justify its participation and to fulfil any commitments it makes.

If an exhibitor is rejected, he will not be entitled to any compensation other than the reimbursement of the amount paid to Sepelcom, after deduction of administration costs. The consequences of failure to attend are defined in Clause 25 of these regulations.

The only companies and associations entitled to exhibit are those which are legally constituted, have been in existence for at least one year when the exhibition opens and are active in fields which are closely related to the nomenclature of the said exhibition.

CLAUSE 6 - DATE AND DURATION - Sepelcom, the exhibition organiser, reserves the right to modify the exhibition opening date or duration, extend or postpone it or bring forward its closure at any time, and will be under no obligation to compensate exhibitors. If the exhibition does not take place for reasons beyond Sepelcom's control or force majeure, the amounts paid by the exhibitors will be reimbursed after deduction of their share of the exhibition preparation expenses.

CLAUSE 7 - EXHIBITOR'S OBLIGATIONS - The act of registering obliges the exhibitor to occupy the stand or site allocated and to keep it properly maintained until the closure of the exhibition. Exhibitors are formally forbidden from packing or removing their samples before the closure of the exhibition.

In a general manner, the exhibitor must comply strictly with the regulations in force, and any other regulation as may be added or substituted, especially regarding subcontracting, health, safety and illegal work.

The participation contract requires exhibitors to comply with the provisions of these regulations, the Internal Regulations of Eurexpo and the special regulations included in the «Exhibitor's Manual», as well as any public order and policing measures decreed by the authorities or by Sepelcom.

Any violation whatsoever of these regulations, of any other provision referred to above or of any other legal requirement by an exhibitor may lead to his immediate, temporary or permanent exclusion without any right to compensation, reimbursement of the sums paid, or any form of damages from Sepelcom.

Sepelcom declines all responsibility for the consequences of failure to observe the present regulations and general regulations.

CLAUSE 8 - CLASSIFICATION - The exhibitors are grouped into professional categories by Sepelcom. The nature of their samples they propose will govern the exhibition in which they participate. They may only exhibit the products for which they have requested authorisation. They may only hand out catalogues and brochures which are exclusively related to the items on show.

CLAUSE 9 - ACCEPTABLE SAMPLES - The exhibitor attends the exhibition under his own name or company name. If he presents on his stand any products other than the equipment, products or services listed in his participation contract and accepted by Sepelcom as corresponding to the exhibition nomenclature, he is liable to be excluded from the exhibition. He cannot advertise non-exhibiting firms or products made by such firms in any manner whatsoever unless he has received their written authorisation to do so. He shall enclose specific proof of such approval

when he sends the participation contract to Sepelcom. The exhibitor is responsible for taking all necessary steps to ensure that parcels are delivered in due time. Sepelcom's non-liability stated in Clause 26 of these regulations also covers all consequences of any delay in this respect.

CLAUSE 10 - PROHIBITED SAMPLES - Explosives, detonators and any other dangerous or harmful substances are not permitted. Any exhibitor bringing any such materials to his stand shall remove them immediately after a first formal demand. If this is ignored, Sepelcom will take its own steps to remove said materials at the exhibitor's own risk, without prejudice to any proceedings which may be instituted subsequently. The installation or operation of any object or device likely to disturb the other exhibitors or Sepelcom in any way is strictly forbidden.

CLAUSE 11 - PROHIBITION OF TOTAL OR PARTIAL TRANSFER - The stand or site allocated must be occupied by its holder. The transfer of all or part of the stand or site in any form whatsoever is strictly forbidden and may lead to the immediate closure of the stand.

CLAUSE 12 - BROCHURES, LOUDSPEAKERS, SOLICITING - Brochures may only be handed out within the confines of the stands or sites reserved by each exhibitor. All forms of soliciting and advertising through a loudspeaker are strictly forbidden. Public announcements at the exhibition are reserved for information concerning the exhibitors and visitors. Advertising or personal announcements are not permitted.

Before the exhibition opens, exhibitors who wish to play music at their stand or site in any form whatsoever (cassettes, disks, radio, videograms, films, musicians, singers, etc.) must obtain legal written permission from the SACEM (Society of Music Writers, Composers and Music Editors), 14, avenue Georges Pompidou, BP63178, 69212Lyon Cedex 03 - Tel.: [+ 33] 4 72 33 04 67. Sepelcom may ask for proof of authorisation.

CLAUSE 13 - SIGNS, POSTERS - It is forbidden to place advertising signs or boards outside the stands at points other than those reserved for this purpose and which are indicated on the diagrams sent on request to exhibitors. Boards or posters placed inside the stand and visible from outside it must bear Sepelcom's approval, which may be withheld if these boards or posters are detrimental to the order or quality of the exhibition or are not in keeping with its character or objective. The same regulation applies to the advertising boards provided for exhibitors within the exhibition walls.

Any such boards, signs or posters put up in violation of this regulation will be removed by Sepelcom at the expense and risk of the exhibitor and without prior notice. The exhibitor undertakes to respect the requirements of law no. 91-32 of 10 January 1991 regarding the campaign against smoking and alcohol abuse.

CLAUSE 14 - PHOTOGRAPHS - FILMS - SOUNDTRACKS - Photographs, video films and soundtracks made by professionals within the exhibition may be permitted, with the written approval of Sepelcom. A proof or copy must be submitted to Sepelcom within two weeks of closure of the exhibition. This authorisation may be withdrawn at any time.

Sepelcom may forbid visitors from taking photographs or recording films, videos and soundtracks. Photographing certain objects on stands may be forbidden at the request of exhibitors.

Sepelcom declines all responsibility in respect of any disputes or complaints arising from any photographs or films, even those which are authorised.

The exhibitor authorises SEPELCOM to use all photographs taken during the exhibition representing his stand, including all representations of his brands, logos and products, for its own promotion purposes only. This authorisation is valid for a period of five years and concerns only the purposes of internal communication, promotional brochures and SEPELCOM press packs. The exhibitor relinquishes his right to any payment in this respect and all rights to use SEPELCOM's promotional materials. Any comments or captions accompanying the reproduction or representation of photos shall not damage his image or his reputation.

CLAUSE 15 - APPEARANCE OF STANDS - The appearance of the stands must be impeccable. Bulk packaging and items not used for presentation on the stand as well as the personnel's belongings must be stored away from public view.

The stand must be permanently manned by a competent person during exhibition opening hours.

The exhibitors must not strip their stand nor remove any of their items before the end of the exhibition, even if it is extended.

It is forbidden to leave items on show covered up during the exhibition opening hours. The overnight covers must not be visible to the public, but stored inside the stands out of sight.

Sepelcom reserves the right to remove covers from items in violation of the safety regulations and shall under no circumstances be responsible for any resulting loss or damage.

Any person employed by the exhibitors who attends the exhibition must be correctly dressed, always courteous and behave in a proper manner. He/she must not call out to or bother the visitors or other exhibitors in any way. Exhibitors or their employees must not walk around or linger in the aisles.

CLAUSE 16 - MODIFICATION OF STANDS, DAMAGE, DEPRIVATION OF ENJOYMENT - The exhibitors shall accept the stands or sites allocated to them in the condition in which they are found and must keep them in the same condition. Any modification of the stands (outside appearance, numbering, height of structures supplied, etc.) is strictly forbidden. The exhibitors are responsible for any damage caused by their equipment to the facilities, buildings, trees and ground that they occupy and shall bear the cost of repairs.

Exhibitors must fit out and equip their stands in accordance with the regulations included in the «Exhibitor's Manual», notably with respect to the configuration of the stand and the application of safety regulations. Exhibitors with outdoor stands shall submit to Sepelcom the drawings for buildings they wish to put up on their sites.

If, as a result of a fortuitous event or unforeseen circumstances, Sepelcom is prevented from delivering the site allocated to an exhibitor, the only compensation to which he will be entitled is the reimbursement of his participation fees under the conditions of Clause 6, paragraph 2 of these regulations. However, the exhibitor will not be reimbursed if Sepelcom has provided him with another site.

CLAUSE 17 - APPROVED CONTRACTORS - Only the contractors approved by Sepelcom shall be entitled to carry out works and supply equipment required for the exhibition. The exhibitor must take care of the equipment provided, and shall be liable to bear the cost of replacing damaged equipment.

The stands shall be erected in accordance with safety regulations (cf. Decree of 18/11/87, Journal Officiel of 14/01/88).

The stand interior decoration contractors will not be qualified to deal with or work on the electrical installations of their exhibiting customers.

CLAUSE 18 - DISTRIBUTION OF WATER AND POWER - Sepelcom is dependent on the water and power distribution companies and declines all responsibility in the event that supplies are cut off, for any duration whatsoever.

CLAUSE 19 - WASTE DISPOSAL - Sepelcom is obliged to comply with the new European directives concerning the sorting and disposal of waste which are inevitably spreading to all sectors of activity.

Therefore, Sepelcom reserves the right to pass on some or all of the inherent charges, fees and obligations. Sepelcom also undertakes to make exhibitors aware that it is in their interest to control the amount of waste they produce.

CLAUSE 20 - TIMES - ACCESS AND CIRCULATION - The stands can be accessed by exhibitors and visitors on the days and at the times specified in the «Exhibitor's Manual».

The power supply will be cut off and access for exhibitors to the halls strictly forbidden after closure of the exhibition, and the site will be completely locked up 30 minutes later.

The exhibitors shall comply with the conditions of access to the premises and grounds of the Park defined in the Internal Regulations of Eurexpo.

CLAUSE 21 - PARKING - Parking spaces are allocated through a special form included in the «Exhibitor's Manual».

The permits must be prominently displayed on the vehicle windshield. Parking is authorised in all the carparks from one hour before the exhibition opens until one hour after it closes.

Outside the times specified above, it is forbidden to leave vehicles in the carparks. Vehicles are parked at the owners' risk, since the carparks are unguarded. Duplicate carpark permits will not be provided under any circumstances.

CLAUSE 22 - EXHIBITION GUIDE - As far as circumstances permit, Sepelcom will produce a guide designed to answer the questions posed by exhibitors, buyers and visitors.

CLAUSE 23 - CATERING STANDS - Any exhibitor providing catering shall comply with the regulations set down in the Decree of 26/09/80 obliging him to make a declaration to the Rhone veterinary services department, which has the right to inspect the exhibition.

CLAUSE 24 - DEPARTURE FROM THE SITES - All exhibitors shall remove their samples and fittings after closure of the exhibition within two days. Sepelcom expressly declines all responsibility for any items and equipment left behind beyond the above deadline.

Sepelcom reserves the right to have the stand removed as a matter of course and at any time, at the expense and risk of the exhibitor, without prejudicing any damages that may be claimed in the event of an incident caused by said items and equipment.

CLAUSE 25 - CANCELLATION - REDUCTION IN SURFACE AREA - FAILURE TO OCCUPY - In the event of any cancellation of a participation contract or reduction in surface area, SEPELCOM will be entitled to charge a cancellation fee amounting to the entire surface area reserved under the contract and the services ordered. Stands or positions not occupied by 12:00 on the day preceding opening of the exhibition will be considered unoccupied and, by express agreement, SEPELCOM will have absolute discretion to deal with them as it sees fit. The said failure to occupy gives SEPELCOM the right to charge a cancellation fee amounting to the entire surface area reserved per contract and the services ordered.

CLAUSE 26 - COMPULSORY INSURANCE - Through the act of registering, exhibitors benefit from the following guarantees, which have been taken out by SEPELCOM at their expense and on their behalf:

- comprehensive exhibition insurance covering risks of fire, theft, etc. resulting in loss of or damage to their equipment, goods and installations with application of the proportional rule.

In the event of loss or damage, SEPELCOM foregoes all rights to claim against the exhibitors and their employees (with the exception of cases of malicious acts).

By the simple act of participating, all exhibitors (and their insurers) also forego all rights to claim against SEPELCOM (and its insurers) and other exhibitors.

In the event of a malicious act, the claim shall only be made against the perpetrator of the said act. SEPELCOM will not be held liable under any circumstances for losses or damage of any kind in regard to exhibited objects and equipment due to any cause whatsoever.

For information regarding conditions, notably: rates, guarantee, duration, exclusions, inventory, regulations and formalities, please consult the "insurance" section of the "exhibitor's guide". The exhibitor shall take out civil liability insurance at his own expense to cover his participation in the exhibition.

CLAUSE 27 - ENVIRONMENTAL NUISANCE - Furthermore, because of the personal nature of the agreement linking them to Sepelcom, exhibitors shall adopt an attitude which complies with the general interests of the exhibition, especially with respect to visitors and other participants. In this regard, in the event of a dispute or disagreement with Sepelcom or other exhibitors, they undertake to do nothing likely to harm the smooth running of the exhibition.

Exhibitors who adopt an attitude which disrupts the smooth running of the exhibition or violates the provisions of these regulations, Sepelcom may take steps to have the offender removed immediately under the conditions set down in clause 61.3 of the general regulations approved by the decree of 07/04/1970.

CLAUSE 28 - ATTRIBUTION OF JURISDICTION - Any disputes arising between exhibitors and Sepelcom shall be finally settled by the Lyons courts, which are the only courts competent to arbitrate between the parties.

Bank drafts or accepted payments shall neither substitute nor constitute waiver to this attribution of jurisdiction clause. The applicable law is French law.

CLAUSE 29 - QUALITY OF EXHIBITORS - The following are admitted as a priority to the exhibition as exhibitors:

a) producers and manufacturers, b) those who, although not directly producers or manufacturers, sell only to dealers items made under their brand, following their models or designs, c) trade unions, cooperatives or public bodies, d) importers or factory agents considered to be the necessary intermediaries between the producers or manufacturers and the customers, it being agreed that, to back

up their reservation of exhibition space, they undertake to submit a «declaration» of brands or models signed by each of the firms whose products are exhibited. Special forms must be obtained from Sepelcom.

CLAUSE 30 - PAYMENT

• Any application form returned without a deposit cannot be registered.

• Orders for technical requirements cannot be registered until all previous invoices have been paid in full.

• Orders for technical requirements cannot be delivered to an exhibitor who has not paid the full balance due.

Payment shall be made as follows:

• A down payment must be enclosed with the stand reservation. This must be paid by cheque or bank transfer. A participation contract returned without a down payment cannot be registered.

• The balance is due on 15/09/2010 at the latest. The balance must be paid by cheque or bank draft enclosed with the invoice. A participation contract returned after this date must be paid by cheque or bank transfer and in full at the time of registration.

Payment must be made by cheque or by bank transfer to our international account (Banque Populaire Loire et Lyonnais, 141 rue Garibaldi - 69003 Lyon, France. Bank code: 13907 - Branch code: 00000 - Account number: 00 200 164 885 - Key: 41 - IBAN: FR 76 1390 7000 0000 2001 6488 541 BIC/SWIFT: CCBP FRPP LY0).

In the event of default on the part of an exhibitor, Sepelcom shall retain the down payment.

In any case, the provisions of Clause 5 of these regulations remain applicable until Sepelcom announces the definitive classification.

Should an exhibitor fail to make payment before the deadlines set above and for any reason whatsoever, Sepelcom shall, without further formalities, be entitled to consider the stand reservation to be cancelled and make other arrangements for the reserved sites. Sepelcom will propose a new site; if the exhibitor does not accept this new site, he will be considered to have cancelled the reservation and the provisions of Clause 25 will be applied.

In the event of cancellation caused by failure to pay any sum due at the deadline set, Sepelcom reserves the right to retain all of the sums paid by the exhibitor.

Unless Sepelcom grants an extension, failure to pay a single instalment through any method will entitle Sepelcom to claim all of the outstanding amount and to apply as costs and damages an indemnity of 15% of the unpaid amount, as well as late-payment interest by application of law 92-1442 of 31 December 1992 at a rate of 3 times the legal interest, without prejudice to any other costs or damages.

CLAUSE 31 - SALE TO PRIVATE INDIVIDUALS, SALE OF GOODS TO TAKE AWAY AND TASTINGS - The exhibitor shall comply with current regulations concerning sales to consumers and any other regulations added to or substituted for them.

Sales and the taking of orders are authorised during the exhibition, provided that current regulations are observed (cf. Clause 1 paragraph 2 of the decree of 07/04/1970). To remove goods purchased from the exhibition, visitors must produce an invoice drawn up in the proper manner by the exhibitor who sold the goods.

All exhibitors selling goods shall keep an inventory of incoming and outgoing items. Any exhibitor unable to produce his inventory to the inspector at any time shall be liable to a non-guarantee clause.

The only sales techniques forbidden are auctions and «snowball» or pressure selling. The latter involves, firstly, selling a product to a consumer for any form of payment. The same salesman then offers the same consumer a new product in addition to the first one, and both for a higher price. He then returns the sum paid initially in exchange for a new payment. This successive exchange of cheques (or any other method of payment) continues for as long as new products are added to the previous ones. Through this process, the consumer is unconsciously persuaded to spend large sums of money which he had not planned for in visiting the exhibition.

As a consequence, any exhibitor who violates this regulation by using such sales techniques as described above or similar techniques, is liable to the following immediate sanctions:

- his power supply may be cut off, - his stand may be closed, - he may be expelled from the exhibition, - he may be ordered to pay costs and damages, without prejudice to any appeal lodged by the exhibitor should Sepelcom's responsibility be invoked by a victim of this type of practice or his representative.

Any exhibitor wishing to charge for tastings of foodstuffs or drinks must make a written application to Sepelcom. Authorisation to charge for tastings obliges the exhibitor to comply with the special regulations that are applicable.

CLAUSE 32 - DISPLAY OF PRICES - The exhibitor shall comply with Clause 28 of edict no. 86-1243 of 1/12/86 concerning freedom of pricing and competition, as well as the decree of 03/12/87 concerning consumer pricing information.

CLAUSE 33 - DISTRIBUTION OF ALCOHOL - Exhibitors subject to excise regulations shall on their own initiative take the necessary steps concerning temporary licensing and permits, the local tax office being at Hôtel des Douanes 41, av Condorcet - 69603 Villeurbanne Cedex.

During the exhibition, the excise administration has the right to inspect stands.

CLAUSE 34 - APPLICATION OF REGULATIONS - On signing their participation contract, exhibitors accept the provisions of the exhibition regulations and any new provision as may be imposed by circumstances and adopted in the interests of the exhibition by Sepelcom, who reserves the right to announce them, even verbally.

Any infringement of the provisions of these regulations and the Internal Regulations enacted by Sepelcom may lead to the exclusion of the offending exhibitor if Sepelcom so desires, even without prior warning. This particularly applies in cases of failure to take out insurance, comply with fittings specifications, respect safety regulations or occupy the stand, presentation of products that do not conform to those listed in the admission, etc.

The exhibitor shall then be obliged to pay an indemnity for costs and damages to compensate for the immaterial and material damage suffered by the exhibition. This indemnity shall be at least equal to the sum of the contribution retained by Sepelcom, without prejudice to any further damages that may be demanded.

In this respect, Sepelcom has the right to retain articles on show and pieces of furniture or decoration belonging to the exhibitor.