



# 1. Your stand reservation

## ■ I WOULD LIKE TO RESERVE A SHELL SCHEME STAND:

Minimum area 18m<sup>2</sup> : 180 € ex. VAT/m<sup>2</sup> x \_\_\_\_\_ m<sup>2</sup> ..... = .....€ ex. VAT

## ■ I WOULD LIKE TO RESERVE A FITTED STAND (9m<sup>2</sup>, 12m<sup>2</sup>, 15m<sup>2</sup>, 18m<sup>2</sup>, 24m<sup>2</sup>, 30m<sup>2</sup>, 36m<sup>2</sup>,...)

Melamine partition, carpet on floor, 1 sign, power supply, track of 3 spotlights (per 9m<sup>2</sup>), 1 cupboard:

260 € ex. VAT / m<sup>2</sup> x \_\_\_\_\_ m<sup>2</sup> ..... = .....€ ex. VAT

## ■ CORNERS (subject to availability)

1 corner (2 facades) : 300 € ex. VAT ..... = .....€ ex. VAT

2 corners (3 facades) : 580 € ex. VAT ..... = .....€ ex. VAT

4 corners (4 facades) : 1 120 € ex. VAT ..... = .....€ ex. VAT

**1. Total stand reservation = .....€ ex. VAT**

# 2. Select your communication options

	Quantity	Unit price	Total € ex. VAT
<b>Advertisement (file required) Reserve before deadline</b>			
• Visitor's Guide 4-colour inside page	_____	€ 1 300 ex.VAT	_____
• Visitor's Guide back cover	_____	€ 2 300 ex.VAT	_____
• Visitor's Guide inside front cover	_____	€ 2 000 ex.VAT	_____
• Visitor's Guide inside back cover	_____	€ 1 900 ex.VAT	_____
• Visitor's Guide black & white page	_____	€ 700 ex.VAT	_____
• Visitor's Guide Bookmark	_____	€ 4 200 ex.VAT	_____
<b>Visitor badge sponsorship</b>	_____	€ 10 000 ex.VAT	_____
<b>Logo on floor plan</b> - 25 companies only	_____	€ 900 ex.VAT	_____
<b>Communication rights at the show</b> (excluding logistics and production costs)			
• Distribution of documents at main entrance	_____	€ 1 200 ex.VAT /day	_____
• Promotional bags at show entrance on display racks	_____	€ 1 830 ex.VAT /day	_____
• Inlaid floor tile	_____	€ 500 ex.VAT /tile	_____
<b>Banner on the Renewable Energies Exhibition web site www.energie-ren.com</b>			
• On "Home page" (for 3 months)	_____	€ 300 ex.VAT	_____
• On "Pre-registration" (during the pre-registration)	_____	€ 300 ex.VAT	_____
• On "Exhibitors' Galleries" (for 3 months)	_____	€ 225 ex.VAT	_____
• On "Section Heading" (for 3 months)	_____	€ 150 ex.VAT	_____
• Your logo on front page of Exhibitors' Gallery (for 3 months)	_____	€ 150 ex.VAT	_____
<b>Direct marketing to visitors</b>			
• Invitation cards (per patch of 100)	_____	€ 20 ex.VAT / lot	_____
• Badge reader	_____	€ 250 ex.VAT	_____
• 2005 visitors file (extracted using 3 selection criteria, limited to 1 000 addresses)	_____	€ 77 ex.VAT + € 0.3 ex.VAT/address	_____
<b>Additional visitor badge</b>	_____	€ 5 ex.VAT / badge	_____

I declare that i have read the conditions set out in the document describing the services listed above.

**2. Total communication options = .....€ ex.VAT**

### 3. Registration fee (compulsory) ..... = ..... **730 €H.T.**

**The fee includes:**

- Administrative costs.
- Inclusion in the Visitor's Guide (distributed free to visitors) and on the exhibition web site.
- A Visitor's Guide
- Minimum insurance fee (cf. article 26 in the exhibition regulations and the extract from the General Conditions in the Exhibitors' Guide)
- **Your customised pages on [www.energie-ren.com](http://www.energie-ren.com)**  
Present your company, your activity, your products, your new developments, your press releases. 1 link to your web site.

See registration form for Visitor's Guide and web site below.

- 400 visitor invitation cards
- 4 exhibitor badges + 1 additional badge per 9m<sup>2</sup> module (limited to 20 badges).
- Cleaning of stand the day before show opening (vacuuming of floors, removal of protective film from carpet, emptying of waste paper bin only, excluding removal of any structural elements).

**Must be paid by all exhibiting companies. all companies attending your stand must fill in an application form and pay the registration fee**

### 4. Companies whose products you are representing

**Exhibitors representing a brand, subsidiary or any other company must make a declaration to this effect**

Inclusion of the brand or firm whose products you are representing in the Visitor's Guide.  
One declaration per brand or firm represented.

Number of brand(s)/firm(s)..... X €150 ex VAT = .....€ ex VAT

### 5. Grand total

**Grand total ex.VAT 1 + 2 + 3 + 4 = .....€**

**VAT 19,6% = .....€**

**Grand total inc.VAT = .....€**

### 6. Your deposit

■ **YOUR DEPOSIT** (must be enclosed with your registration file)

€60 X |.....| m<sup>2</sup>..... = .....€ ex VAT

### 7. Participation. Terms of payment

**PARTICIPATION CONTRACTS RETURNED WITHOUT A DEPOSIT WILL NOT BE REGISTERED.**

I enclose a **deposit** of ..... € by cheque or bank transfer.

I undertake to pay **the balance by 30 April 2006** by cheque or bank transfer.

**If the participation contract is returned after 30 April 2006**, it must be accompanied by **payment in full, including VAT** by cheque or bank transfer.

**Method of payment:**

- Bank cheque made out to SepelCom and sent to Avenue Louis Blériot - BP 87 - 69683 CHASSIEU Cedex, France
- Bank transfer (compulsory for foreign exhibitors) to account:  
Banque Populaire Loire et Lyonnais - 2 place des Cordeliers - 69002 Lyon, France.

I 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 to the best of my knowledge. **I declare that I have read the rules and regulations of the Exhibition (see over), and the PGCSS (safety and accident prevention coordination code) on the exhibition web site, and undertake to comply with them.**

I expressly accept to receive the organiser's commercial information by mail, fax or e-mail

Signed in.....on.....

Name in BLOCK CAPITALS

.....

Signature of exhibitor (preceded by the phrase "read and approved").

company stamp obligatory

Bank branch			
<b>BP2L LYON CORDELIERS</b>			
Bank code	Branch code	Account number	Key
<b>13907</b>	<b>00000</b>	<b>00 200 164 885</b>	<b>41</b>
BIC/SWIFT			
<b>CCBFRPPLYO</b>			
IBAN : FR76 1390 7000 0000 2001 6488 541			



# List of products and services

Please tick ALL the boxes relating to the products, activities and services that you will be displaying at the Exhibition

## SOLAR THERMAL

- 515001 SUPPLIER OF COMPLETE SYSTEMS
- 515002 EQUIPMENT MANUFACTURER
- 515003 DESIGN OFFICE
- 515004 SPECIALISED DISTRIBUTOR/FITTER
- 515005 COMPLETE SYSTEMS: PANEL/BOILER/REGULATION

## SOLAR PHOTOVOLTAIC

- 515101 SUPPLIER OF COMPLETE SYSTEMS
- 515102 EQUIPMENT MANUFACTURER
- 515103 DESIGN OFFICE
- 515104 SPECIALISED DISTRIBUTOR/FITTER
- 515105 ELECTRICAL EQUIPMENT: UPS, TRANSFORMERS, ETC.
- 515106 CONNECTION EQUIPMENT, CABLES, ETC.
- 515107 FIXING SYSTEMS, TOOLS, ETC.
- 515108 POWER STORAGE: BATTERIES, ETC.

## BIOGAS

- 515201 BIOGAS COGENERATION EQUIPMENT MANUFACTURER
- 515202 EQUIPMENT MANUFACTURER
- 515203 DESIGN OFFICE
- 515204 SPECIALISED DISTRIBUTOR/FITTER
- 515205 PACKAGING, TRANSPORT, STORAGE AND HANDLING

## WOOD FOR ENERGY

- 515302 HEATING EQUIPMENT MANUFACTURER
- 515303 DESIGN OFFICE
- 515304 SPECIALISED DISTRIBUTOR/FITTER
- 515305 FUEL PRODUCER
- 515306 FUEL PRODUCTION EQUIPMENT MANUFACTURER
- 515307 PACKAGING, TRANSPORT AND STORAGE OF FUEL
- 515308 WOOD COGENERATION EQUIPMENT MANUFACTURER

## WIND POWER

- 515402 EQUIPMENT MANUFACTURER
- 515408 SPECIFIC EQUIPMENT FOR OFFSHORE WIND FARMS
- 515403 DESIGN OFFICE, CONSULTANT, LANDSCAPE ARCHITECT
- 515404 ENGINEER
- 515405 FITTER
- 515406 SOFTWARE
- 515407 MAINTENANCE
- 515401 SUPPLIER OF COMPLETE SYSTEMS
- 515409 TRANSPORT/LIFTING
- 515410 ELECTRICAL EQUIPMENT: UPS, TRANSFORMERS, SWITCHES, ETC.
- 515411 CONNECTION EQUIPMENT, CABLES ETC.
- 515412 DEVELOPER
- 515413 REGULATION - PRODUCTION MANAGEMENT

## HYDROPOWER 10 MW

- 515501 SUPPLIER OF COMPLETE SYSTEMS
- 515502 EQUIPMENT MANUFACTURER
- 515503 DESIGN OFFICE
- 515504 SPECIALISED DISTRIBUTOR/FITTER
- 515505 ELECTRICAL EQUIPMENT

## GEOTHERMAL POWER

- 515601 SUPPLIER OF COMPLETE SYSTEMS
- 515602 EQUIPMENT MANUFACTURER
- 515606 MANUFACTURER OF SENSORS
- 515603 DESIGN OFFICE
- 515604 SPECIALISED DISTRIBUTOR/FITTER
- 515607 DRILLER
- 515605 MANUFACTURER OF VERTICAL BURIED-SENSOR HEAT PUMPS
- 515608 COMPLETE SYSTEM: HEATED FLOOR/HEAT PUMP/BURIED SENSORS

## BIOFUEL

- 515701 BIOFUEL PRODUCER
- 515702 BIOFUEL PRODUCTION EQUIPMENT MANUFACTURER
- 515703 SPECIALISED DISTRIBUTOR/FITTER
- 515704 PACKAGING, TRANSPORT, STORAGE
- 515705 ENGINE MANUFACTURER
- 515706 BIOFUEL COGENERATION EQUIPMENT MANUFACTURER

## MEASUREMENT, METERING, STORAGE AND REGULATION

- 515801 EQUIPMENT MANUFACTURER
- 515802 SOFTWARE MANUFACTURER

## TRANSMISSION AND DISTRIBUTION OF ENERGY FROM RENEWABLE SOURCES

- 515901 DECENTRALISED POWER PRODUCTION MANAGEMENT
- 515902 HEAT NETWORK EQUIPMENT
- 515903 NETWORK EQUIPMENT AND MANAGEMENT

## SERVICES AND ORGANISATIONS

- 516001 TECHNOLOGY INSTITUTES AND RESEARCH LABORATORIES
- 516003 DESIGN OFFICES
- 516004 SPECIALISED TRAINING
- 516005 FINANCIAL BODIES
- 516006 TRADE PRESS
- 516007 TRADE UNIONS, PROFESSIONAL AND TRADE ASSOCIATIONS
- 516008 ASSOCIATIONS
- 516009 OTHER SERVICES

## RAINWATER USE

- 516101 EQUIPMENT MANUFACTURER
- 516102 DESIGN OFFICE
- 516103 SPECIALISED DISTRIBUTOR / FITTER
- 516104 COMPLETE RAINWATER HARVESTING SYSTEMS

# EXHIBITION 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 so sign documents in the company 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 Paris expo 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 indicated to him by Sepelcom, even verbally, if required by circumstances or in the interests of the exhibitor.

**CLAUSE 3 - MULTIPLE STANDS, JOINT STANDS (CO-PARTICIPATION)** - Any company that participates in the exhibition, at the stand of an exhibiting 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 of 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 Paris expo 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, BP83178, 69212 Lyon 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.

**ARTICLE 14 - PHOTOGRAPHS - FILMS - AUDIO RECORDINGS**

Photographs, videos and audio recordings made by professionals within the exhibition area are permitted, provided written authorisation is obtained from SEPELCOM. A proof or copy of all media must be sent to SEPELCOM within two weeks of the end of the exhibition. Authorisation may be withdrawn at any moment.

SEPELCOM may forbid visitors from taking photographs, films, videos or audio recordings. The photographing or filming of certain objects on stands may be prohibited at the request and behest of exhibitors. SEPELCOM declines all responsibility for possible claims or complaints from anyone in relation to the taking of photographs or films, even if 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, taxes 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 Paris expo.

**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.

**ARTICLE 25 - CANCELLATION - FAILURE TO OCCUPY STAND** - If any contract is cancelled SEPELCOM shall be entitled to retain all amounts paid by the exhibitor as a termination payment. Any stands or spaces not fitted out at 12.00 on the day before the exhibition opens shall be considered not to have been occupied and SEPELCOM shall by express agreement be entitled to use them as it sees fit. SEPELCOM shall retain all rental payments received. If any contract is cancelled within 90 days of the exhibition opening (the start of build-up), Sepelcom will invoice all services ordered and all amounts outstanding shall become due immediately.

**ARTICLE 26 - COMPULSORY INSURANCE** - Exhibitors are required to take out fully comprehensive personal exhibition insurance on their own behalf, at their own expense and from a recognised insurance company. This insurance must be approved by SEPELCOM and cover all fire, theft or other risks in connection with their samples and accessories (fittings, installation equipment, packaging), guaranteed if an inventory is provided at the opening of the exhibition. They must also take out full civil liability insurance. In the event of an accident, SEPELCOM waives all right of recourse against exhibitors and their representatives (except in the case of willful damage). Exhibitors (and their insurers) equally waive all right of recourse against SEPELCOM and other exhibitors by virtue of their participation in the exhibition. In the event of willful damage, claims shall be made only against those directly responsible. SEPELCOM declines all responsibility for losses, deterioration or other damage whatsoever to objects and exhibition equipment, for any reason whatsoever. For insurance conditions, in particular rates, guarantees, duration, exceptions, inventories, regulations and formalities, exhibitors should refer to the special insurance regulations in the Exhibitors' Guide.

**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.

If anyone adopts 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. A participation contract returned without a down payment cannot be registered.

\* The balance is due on 30/04/2006 at the latest. The balance must be paid by cheque or bank transfer. A participation contract returned after this date must be paid by cheque or bank transfer and in full at the time of registration.

For foreign exhibitors, payment must be made to our international account (Banque Populaire Loire et Lyonnais, 2 Place des Cordeliers - 69002 Lyon.

Bank branch BP2L LYON CORDELIERS - Bank code : 13907 - Branch code : 00000 - Account number : 00200164885 - Key : 41 - Iban : FR76 1390 7000 0000 2001 6488 541 - BIC/SWIFT : CCBPFRPLYO.

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 site. 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 1.5% of the legal interest rate, 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 infraction 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.