

# Application form/order

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ORTEC

## FLORIAN 2009

Trade Fair for Fire Brigades, Fire-and-Disaster Control  
**with Rescue Service Forum aescutec®**  
 October 8 – 10, 2009  
 Messe Karlsruhe · dm-arena

**ORTEC Messe und Kongress GmbH**  
**Bertolt-Brecht-Allee 24**  
**01309 Dresden**  
**Germany**

(To be completed by the organizer)

Kd.-Nr.:

Stand:

Dokument:

Zulassung:

Rechnung:

TU-Datum:

**IMPORTANT** Early registration is helpful for you and us as far as organization is concerned. Deadline: **June 30, 2009.**

Your **catalogue entry** – consisting of your exhibition data, your logo, a self-description, as well as three entries in the product listing – is included in the **service-charge**. Please send us your logo. Your information will be used for the alphabetically listed exhibition register.

### Orderer (Invoicing Address)

Details are used for catalogue entry if orderer and exhibitor are identical.  
 (Please underline the key word you want use in the exhibition's alphabetically listed register.)

### Exhibitor

Catalogue details if not identical with orderer details.  
 (Please underline the key word you want used in the exhibition's alphabetically listed register.)

### Kd.-Nr.

Company .....		Company .....	
Street/Post Box .....		Street/Post Box .....	
Country/Postal Code/Town .....		Country/Postal Code/Town .....	
Telephone .....	Fax .....	Telephone .....	Fax .....
E-Mail .....		E-Mail .....	
Web .....		Web .....	
Manager .....			
Person to contact .....			
Legal form .....		Manufacturer <input type="radio"/> yes <input type="radio"/> no	
Commercial register number .....		Town .....	

When you register, a service-charge of € 160.00 will also be due.

**The prices indicated for the stand area and equipment are the rents for the overall exhibition period. VAT is applied to the total hire cost.**

Exhibition area	frontage/width x depth (3 m minimum depth)	area	price in Euro/m <sup>2</sup> of stand area
101 <input type="radio"/> row stand  open on 1 side (min. 12 m <sup>2</sup> )	..... m x ..... m	..... m <sup>2</sup>	95.00
103 <input type="radio"/> corner stand  open on 2 sides (min. 18 m <sup>2</sup> )	..... m x ..... m	..... m <sup>2</sup>	105.00
104 <input type="radio"/> head stand  open on 3 sides (min. 24 m <sup>2</sup> )	..... m x ..... m	..... m <sup>2</sup>	110.00
105 <input type="radio"/> block stand  open on 4 sides (min. 35 m <sup>2</sup> )	..... m x ..... m	..... m <sup>2</sup>	115.00
109 <input type="radio"/> area for vehicles (min. 50 m <sup>2</sup> )	..... m x ..... m	..... m <sup>2</sup>	42.00

**Exhibition article** (If you need more space to write, please feel free to use additional sheets of paper.)  
 Please make a note of the products you want to exhibit.

### Co-Exhibitor

(charge for participation, including service-charge, catalogue entry and a gratis catalogue € 210.00)

### Kd.-Nr.

220  Following companies appear as exhibitors with their own staff at your stand (name of company)

Please make a note of the name, address, and contact person of your co-exhibitor. The documentation will then be directly sent to them.  
 (If you need more space to write, please feel free to use additional sheets of paper.)

Contact partner .....	Telephone .....
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## Additional specifications

### Entry index of products

5 lines with 50 characters each are included in the service-charge.

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202  Extended self-portrayal € 8.00 for each additional line (enclose add. page if necessary)

### Entry into the index of products (refer to list of nomenclature)

3 entries (included in the service charge)

203  additional entries (€ 8.00/entry)

Enter new key words (no brand names) here if you cannot assign your product to the nomenclature:

(New entries into the catalogue only with reservation)

### Entry of company logo

Please send us a file (resolution 300 dpi as \*.tif or \*.eps) or a reproducible copy of your logo.

(Your company logo in the exhibitions alphabetically listed register is included in the service-charge.)

	price in Euro
204 <input type="checkbox"/> entry of company logo in the index of products for exhibitors	16.00/entry
205 <input type="checkbox"/> entry of company logo in the index of products for co-exhibitors	16.00/entry
206 <input type="checkbox"/> Entry into list of brands for exhibitors under the brand:	26.00/brand
207 <input type="checkbox"/> Entry into list of brands for co-exhibitors under the brand:	26.00/brand
208 <input type="checkbox"/> Entry into list of brands for additionally represented companies under the brand:	26.00/brand
211 <input type="checkbox"/> entry of company logo in the alphabetical index of exhibitors for represented firms	26.00
287 <input type="checkbox"/> Company-Logo in the Online-Exhibitor catalogue (3 weeks before the fair begin)	49.00
288 <input type="checkbox"/> Company-Logo in the Online-Exhibitor catalogue for Co-Exhibitor	49.00

### Additionally represented companies

Information are used for entry in the alphabetical index of exhibitors. (charge for catalogue entry without logo € 21.00)

230  Products/services of the following companies are represented by us without own staff:

Company	Contact partner
Street/Post Box	Country/Postal Code/Town
Telephone/Fax	E-Mail/Web

### Technical equipment (Extract) IMPORTANT The electric supply (one socket outlet) is available in one location of the stand.

	price in Euro
310 <input type="checkbox"/> electric supply 230 V up to 1 kW including current consumption	103.00/supply
311 <input type="checkbox"/> electric supply 230 V up to 2 kW including current consumption	130.00/supply
312 <input type="checkbox"/> electric supply 230 V up to 3 kW including current consumption	157.00/supply
315 <input type="checkbox"/> electric supply 400 V up to 10 kW including current consumption	340.00/supply
317 <input type="checkbox"/> electric supply 400 V up to 18 kW including current consumption	495.00/supply
319 <input type="checkbox"/> electric supply more than 18 kW on request	
351 <input type="checkbox"/> triple socket outlet, 2 m cable (only for 3 kW supply)	7.00
320 <input type="checkbox"/> sub-distribution 3 x socket outlet with earthing contact + r.c.d. (in combin. with 10 kW supply or higher)	27.00
321 <input type="checkbox"/> sub-distribution 2 x CEE 16 + r.c.d or 6 x socket outlet with earthing contact + r.c.d (in combin. with 18 kW supply or higher)	49.00
322 <input type="checkbox"/> sub-distribution 2 x CEE 32 + r.c.d or 6 x socket outlet with earthing contact + r.c.d (in combin. with 36 kW supply or higher)	75.00
323 <input type="checkbox"/> sub-distribution at the stand according to diagram and device connection	43.00/connection point
332 <input type="checkbox"/> water supply and waste water outlet including water consumption	290.00/supply
333 <input type="checkbox"/> connection of exhibitor's own equipment (sink unit, hot water equipment)	73.00/supply
338 <input type="checkbox"/> connection of exhibitor's own equipment (dishwasher)	115.00/supply

### Stand construction IMPORTANT (one item must be ticked in this section as the stand area does not include any partition walls)

940  You have got your own stand system.

Stands that are higher than 2.50 m require approval by the organizer.

117  ..... m stand height (anything 4 m or higher will be charged € 32.00 for each additional meter)

	price in Euro/m <sup>2</sup> of stand area
You order:	
401 <input type="checkbox"/> Rental stand system including walls, panel*	26.00
402 <input type="checkbox"/> Rental stand system including walls, panel, carpet*	32.00
461 <input type="checkbox"/> Stand system „Kompakt L_30“**	59.00
462 <input type="checkbox"/> Stand system „Expert L_30“**	75.00
463 <input type="checkbox"/> Stand system „Reference L_30“**	82.00
464 <input type="checkbox"/> Stand system „Forum L_30“**	78.00
425 <input type="checkbox"/> Solid wood rental stand system* (walls, panel, carpet)	34.00
423 <input type="checkbox"/> Solid wood module stand*	69.00
424 <input type="checkbox"/> Solid wood module stand „Plus“**	89.00

902  You request to be offered an individual system stand.

941  You require application forms to rent furniture or for an individual stand and miscellaneous technical equipment.

\* Please see attached stand construction leaflet for additional information and outlines.

### Panel lettering

	price in Euro
406 <input type="checkbox"/> characters, 120 mm high Helvetica blue (standard script – no logos)	1.70/character
407 <input type="checkbox"/> special colour (Please state the special colour)..... (with reservation)	2.00/character
408 <input type="checkbox"/> logo, 180 mm high, as vector graphics format (*.ai or *.eps)	59.00/logo
439 <input type="checkbox"/> logo of co-exhibitor, 180 mm high, as vector graphics format (*.ai or *.eps)	59.00/logo
459 <input type="checkbox"/> advertising cubes L-30 with lettering, as vector graphics format (*.ai or *.eps)	59.00/side
Please indicate number of surfaces per cube: <input type="checkbox"/> 1 side <input type="checkbox"/> 2 sides <input type="checkbox"/> 3 sides <input type="checkbox"/> 4 sides (4 <sup>th</sup> side free of charge)	

## Catalogue of furniture hire (Extract)

	price in Euro		price in Euro		
410 <input type="radio"/>	1 m <sup>2</sup> cabin, lockable	120.00	520 <input type="radio"/>	standing table Ø 70 – 80 cm, height 110 cm, plastic, white	40.00
	each additional 1 m <sup>2</sup>	30.00/m <sup>2</sup>	531 <input type="radio"/>	swing chair, black	32.00
420 <input type="radio"/>	m <sup>2</sup> grid ceiling, open	16.00/m <sup>2</sup>	535 <input type="radio"/>	chair, plastic, without armrest, anthracite	10.00
450 <input type="radio"/>	m <sup>2</sup> carpet, blue – leased	6.00/m <sup>2</sup>	538 <input type="radio"/>	bar stool, black	24.00
452 <input type="radio"/>	m <sup>2</sup> carpet, other colours on request – leased	8.00/m <sup>2</sup>	541 <input type="radio"/>	chair, upholstered, with armrest, blue	10.00
454 <input type="radio"/>	m <sup>2</sup> carpet, gree – leased	6.00/m <sup>2</sup>	557 <input type="radio"/>	literature display stand with 3 large shelves, 100 x 30 cm, white	74.00
501 <input type="radio"/>	sideboard 80 x 85 x 45 cm, lockable	49.00	563 <input type="radio"/>	rack 100 x 30 cm, flat	15.00
502 <input type="radio"/>	corner information board 150 x 100 x 150 cm	119.00	564 <input type="radio"/>	rack 100 x 30 cm, inclined	15.00
503 <input type="radio"/>	information board 100 x 100 x 50 cm	67.00	568 <input type="radio"/>	refrigerator 120 l	62.00
504 <input type="radio"/>	showcase 100 x 100 x 50 cm, white, closed	132.00	570 <input type="radio"/>	coat rack	15.00
505 <input type="radio"/>	display case 100 x 200 x 50 cm white, illuminated	193.00	572 <input type="radio"/>	picture wall hook	1.00
506 <input type="radio"/>	table top display case 100 x 110 x 50 cm, open	64.00	574 <input type="radio"/>	waste paper basket	4.00
508 <input type="radio"/>	glass display case 50 x 200 x 50 cm illuminated	183.00	353 <input type="radio"/>	3 spotlights for supply track system 75 W each	54.00
511 <input type="radio"/>	table 70 x 70 x 70 cm, white	25.00	354 <input type="radio"/>	1 spotlight for supply track system 150 W each HQI	54.00
512 <input type="radio"/>	table 120 x 70 x 70 cm, white	27.00	356 <input type="radio"/>	long arm spotlight 75 W each	26.00
516 <input type="radio"/>	round table Ø 70 cm, height 74 cm, white	25.00			

903  You request an extended offer of furniture to be leased and an offer „solid wood stand system“ and furniture respectively.

\*only in combination with electric or water supply

The given measures are into approx. indicated values and can differ possibly.

## Stand cleaning

601  daily stand cleaning (€ 2.40/m<sup>2</sup>)      602  cleaning of the stand only once before the opening of the exhibition (€ 1.00/m<sup>2</sup>)

## Individual guarding

604  (€ 16.00/h; Sunday + 50 %; holiday + 100 %)

date: from ..... to .....      time: from ..... to .....

date: from ..... to .....      time: from ..... to .....

date: from ..... to .....      time: from ..... to .....

## Advertising

You receive poster, stickers with your stand number for your correspondence and invitation cards with your address for your business partners free of charge. The invitation card allows to visit the exhibition once free of charge.

927 <input type="radio"/>	pcs A2-posters (included in the service charge)	Redeemed tickets will be billed at a reduced rate after the fair:
920 <input type="radio"/>	pcs A1-posters (included in the service charge)	till 49 tickets      € 3.00/pcs
921 <input type="radio"/>	pcs stickers (included in the service charge)	from 50 tickets      € 2.00/pcs
922 <input type="radio"/>	pcs invitation cards (according to this list)	from 150 tickets      € 1.50/pcs

## Advertisement flags

607  You order to hoist ..... flags during the exhibition outdoor.  
(1 flag € 49.00) ideal size flags: 4.00 m x 2.40 m

609  You order to hoist ..... company flags at your stand (€ 40.00). Please notice additional costs will be charged for lifting ramp etc.

## Banner advertisement

281 <input type="radio"/>	Banner incl. Hyperlink (137 x 60 Pixel) at our official homepage.	price in Euro
		145.00
282 <input type="radio"/>	Banner incl. Hyperlink (137 x 137 Pixel) at our official homepage.	price in Euro
		175.00

## Catalogue advertisement

901  You request an offer for advertisements in the official catalogue.

## Advertising material

906  If you would like an offer for the production of advertising panels, printed products for your company (e.g. business cards) let us call you.

## Insurance

With your signature you explicitly indemnify the organizer from any liability and commit yourself to insure or incur the risk for your exhibits.

904  You request an offer regarding insurance coverage of your exhibits.

## Supporting programme

905  You request material concerning participation in the supporting programme (lecture, presentation, workshop).

## Other services

908  Please write down here what you need in addition to those items ordered above (such as fork lift truck, assistants, hostesses, foliage plants).

## Order forms for exhibitor identity cards and for parking sites are sent to you with your technical documents and free advertising materials.

The enclosed general terms of contract for exhibitions are herewith acknowledged. Each exhibitor acting in the name of another herewith accepts a direct liability for the claims of ORTEC Messe und Kongress GmbH on the occasion of the above mentioned exhibition. The exhibitor is the owner of the represented exhibits.



place/date      legally binding signature      official stamp of company      name in block letters

# General Terms of Contract for Exhibitions of ORTEC Messe und Kongress GmbH

## 1. Organizer

ORTEC Messe und Kongress GmbH, Bertolt-Brecht-Allee 24, 01309 Dresden

## 2. Application

- a) Application for an exhibition of the ORTEC Messe und Kongress GmbH occurs by sending in the completed application form for the respective event.
- b) In addition to the stand area, a one-time service-fee will be charged for miscellaneous services, that will be due along with registration.
- c) The price of stand areas will rise by 15 % if you register after the deadline quoted in the supplementary conditions.
- d) The applicant acknowledges all points of these terms of contract by sending in the completed application form.
- e) The applicant acknowledges with his signing of the application form any legal regulations pertaining to labour law, trade law and fire protection as well as the house rules.

## 3. Admission (acceptance of the application)

- a) After the application form has been sent in, the contract is secured upon written confirmation by the organizer (admission or invoice).
- b) The organizer decides upon admission and positioning. The application does not include any legal claim to participate. The contract is concluded upon reception of the admission confirmation by the exhibitor.
- c) The organizer is entitled to limit the exhibition as to particular exhibitor, product or visitor groups. Exclusion of competition can not be claimed.
- d) The offer for exhibition is based on principle upon the nomenclature as a part of the organizer's information material and the designation of the event. An offer contradicting the exhibition's character or standard can be excluded even during the event. This shall not affect any claims of the organizer against the exhibitor.
- e) The exhibition of products not applied for and not admitted is not allowed.
- f) The organizer is also entitled to refuse admission without stating any reasons or subject the admission to prepayment of the stand rental charge.

## 4. Modifications – Force majeure

- a) In the event that the exhibition cannot take place due to force majeure, the organizer is entitled to hold the exhibitor liable for up to 1/3 of the stand rental charge with regard to general reimbursement of costs and expenses. Additional expenses are payable to the full amount.
- b) In the event of ascertainable compelling reasons the organizer is entitled to cancel, shorten or postpone an exhibition. In the event of postponement the exhibitor is entitled to claim to be released from the contract if there arises a coincidence with another event already booked by him. In the event of the exhibition being shortened the exhibitor is not entitled to be released from the contract. Any reduction of the stand rental charge can not be granted. In any case damage claims are excluded for both parties.

## 5. Rental charge, orders

- a) The prices for the stand rental charge and any additional expenses are stated in the application form.
- b) Prices for services not included there are to be inquired at the organizer and are not part of this contract but subject to written supplementary agreement. The general terms of contract for exhibitions shall also be applicable to any orders in the application form and any subsequent order forms.
- c) The stated stand rental charges are for the overall exhibition period.
- d) All prices are understood plus value added tax.
- e) The leased objects (system stands and furniture) must not be nailed, painted or damaged otherwise.
- f) The leased furniture has to be emptied and handed over in the evening of the last exhibition day. No liability is accepted for any objects of the exhibitor left in the leased furniture.
- g) The lessee is liable for damages and losses from delivery to return, even if he has already left the stand. Missing or damaged leased objects will be invoiced at the repurchase price.
- h) The prices stated in the Order forms apply until 3 weeks prior to the exhibition opening. Orders received after this date and until 10 days prior to the exhibition will be surcharged by 10 %. Reorders received less than 10 days prior to the exhibition are only accepted with reservation. In the event that the reorder is realisable, realisation will be effected on the spot against cash with an additional charge of 30 % on the price stated in the order form.
- i) In the case of items that were not deliverable, the organizer reserves the right to replace them with items of equal value and quality.

## 6. Stand renting

- a) The stand position is allocated by the organizer from a point of view required by the exhibition's conception. The date of entry of the application form is irrelevant. If possible, requests are taken into consideration.
- b) The exhibitor will receive the floor plan and stand number in good time prior to the beginning of the exhibition. Objections must be submitted in writing within eight days. No further complaints can be accepted after the named deadlines. The position of the stand or any changes are then binding.
- c) After the expiry of this term complaints are no longer possible. The position of the stand or modifications are deemed to be acknowledged. The exhibitor concerned cannot withdraw from the agreement for this reason.
- d) The organizer is entitled to change the layout of the exhibition ground and/or the entrances and exits. The exhibitor is not entitled to any claims.

## 7. Co-exhibitors, subletting, assignment to third parties, shared stands

- a) The exhibitor is not entitled to sublet, to share, to exchange or to assign in part or as a whole his allocated stand with other companies or to third parties.
- b) In the event of the approved participation of a co-exhibitor (personally represented at the stand), the co-exhibitor charge will become due (see application form). The co-exhibitor is represented in the catalogue and entitled to receive his exhibitor's identity card and advertising material. For co-exhibitors that are not pre-registered with the organizer, a late registration fee of 30 % will be charged, on top of the regular co-exhibitor fee which will also be due.
- c) Additionally represented companies are represented at the stand only by their products or services (not by their own personnel). A charge becomes due for their entry into the exhibition catalogue (see application form).
- d) Unauthorised subletting entitles the organizer to charge another 50 % of the stand rental charge unless the space occupied by the sublessee must be cleared.
- e) In the event that a stand is let to several exhibitors, each of them is jointly and severally liable. For a shared stand an authorised person has to be announced to the organizer. He is considered as the negotiating party and notification to him shall be deemed applicable for any exhibitor of the shared stand.
- f) A service charge of € 52.- plus value added tax per co-exhibitor arises in the event of a co-exhibitor's cancellation of registration.

## 8. Terms of payment

- a) As a rule the exhibitors receive an invoice with their admission. A down payment of 50 % is due for payment upon reception of this invoice according to the date fixed for payment (14 days after the invoice date). The other 50 % of the invoiced sum and any supplementary charges are due four weeks prior to the beginning of the exhibition at the latest. Invoices made out less than six weeks prior to the beginning of the exhibition are due for payment immediately to the full amount. In general all invoices must have been paid before the beginning of the exhibition. The delay starts upon the expiry of the day fixed for payment in the invoice. A standard charge of € 5.- shall be payable to cover the expenses for each reminder sent out as a result of default.
- b) The organizer is entitled to charge annual interest on arrears to the amount of 3 % above the discount rate of the European Central Bank as of the due date.
- c) In the event that the organizer has not made use of his right to cancel the contract pursuant to paragraph 9b and the applicant has not met his payments to the full amount until ten days prior to the beginning of the exhibition, the organizer is entitled to dispose of the stand concerned for other parties or different uses after he has forwarded a reminder to the applicant three days earlier and the applicant has not met his payments until one day before further disposal. The financial obligation of the applicant subsists in this case.
- d) The organizer is entitled to exercise the lessor's lien for any obligations not fulfilled under the contract at the relevant exhibition stand. In the event that costs arise for example through storage or transport of the products after payment by the exhibitor, these amounts are charged to the exhibitor's account.

## 9. Termination of contract

- a) The written contract confirmation (admission or invoice) received upon the completed and signed application form has been sent in is binding (performance of contract). The exhibitor cannot withdraw unilaterally from the contract. Where there is no mutual agreement on the termination of the contract and the exhibitor does not fulfil his obligation to occupy the stand, he shall be obliged, in addition to the fulfilment of the contract (numbers 100 - 999 of the registration form), to reimburse the costs of additional expenditure (e.g. decoration).
- b) Should the exhibitor fail in effecting due payments pursuant to paragraph 8a in part or as a whole after having received two reminders, the organizer shall be entitled to terminate the contract within ten days after the second reminder was received by the exhibitor. In this case the organizer is entitled to claim compensation to the amount of 100 % of the contract value. The level of the standard compensation will be higher or lower as the case may be if the organizer is able to prove that a higher level of damage has been caused or the exhibitor is able to prove that the organizer has incurred a lower level of damage. The stand rental charge (paragraphs 100 to 199 of the application form) and the additional expenses (paragraphs 200 to 999 of the application form) are the contract value.
- c) In the event that the organizer agrees to terminate the contract by mutual agreement, the organizer is entitled to claim compensation from the applicant to the amount of 25 % of the contract value in case of a termination until 15 weeks prior to the beginning of the exhibition, 50 % of the contract value in case of a termination until 10 weeks prior to the beginning of the exhibition and 100 % of the contract value in case of a termination after that date.

## 10. Stand layout

- a) Only full metres/square metres can be rented as stand space.
- b) The prices per square meter for the different stand types stated in the application form are understood as prices without partition walls and equipment. Each exhibitor is obliged to equip his stand with partition walls, carpeting and facing. These can be ordered from the organizer. If the exhibitor fails to order them from the organizer, he is obliged to provide his own stand system.
- c) The stand height for the exhibitor's own stand system is limited to 2.5 m. Company logos or names may exceed this height by max. 40 cm.
- d) Two-storey stands are subject to the organizer's approval. In the event that such a stand is approved, the stand rental charge increases by 50 %.
- e) Should the exhibitor intend to use his own stand system, he must explicitly state this in the application form. The organizer is entitled to request a true-to-scale drawing. The exhibitor must notify the contracted construction

firm, if any, to the organizer. Only materials granted a B1 certificate (hardly inflammable) may be used for the stand. The organizer is entitled to have unapproved stands modified or removed, where appropriate, at the exhibitor's expense. In the event that a stand has to be closed for the above mentioned reasons, there does not exist any claim for reimbursement of the stand rental charge or compensation.

- f) Name and address of the exhibitor have to be presented in a clearly recognisable way at the stand throughout the exhibition.

### 11. Installation, heating

- a) The organizer will provide general lighting and heating at his own expense.  
b) Only the organizer or companies approved by him are allowed to make any installations for the exhibition. Connection points and devices which do not comply with the safety requirements or the consumption of which is higher than stated before can be removed at the exhibitor's expense. The exhibitor is liable for any damages caused by installations not made by the organizer.  
c) The relevant terms for technical connection points are stated in the application form. It is not permissible to use any connections or installations other than those belonging to the stand. An unauthorised further distribution to other exhibitors is also impermissible.  
d) The organizer is not liable for any fluctuations and interruptions of electricity, water, gas or compressed air supply.

### 12. Set-up

- a) Before setting up the exhibitor must contact the exhibition management.  
b) Setting up of the stands is only possible within the stated period of time (see Supplement to General Terms of Contract for Exhibitions). The exhibitor is obliged to complete the set-up of his stand within the stated period of time.  
c) In the event of non-compliance with the setting-up times and after one previous reminder setting an adequate term for the completion of the stand, the organizer is entitled to dispose of the stand concerned for different uses after the fruitless expiry of the term. This does not relieve the exhibitor of his obligation to pay the stand rental charge and all additional expenses to the full amount. Claims for compensation are excluded.  
d) If an exhibitor does not turn up at the fair, all claims from the fulfilment of the contract still remain valid. The organizer reserves the right to also charge for the additional costs incurred through the changes in arrangements at short notice and any necessary decorations.  
e) All rental stands and rental furniture that have been ordered are to be checked for their correct erection and completeness (hand-over report); any defects are to be reported immediately. The customer is liable for any losses and damages after the hand-over.

### 13. Identity card

Upon confirmation of their application the exhibitors receive an order form for the exhibitor identity cards. The identity cards will be handout to the exhibitors after all outstanding debts have been paid completely. During the fair days the fairground may only be entered with the access tickets.

### 14. Access regulations for vehicles

The duration of stay for passenger cars and/or motor lorries on the exhibition ground is limited to max. two hours due to organizational reasons. The time of stay is regulated by depositing € 50.00 upon driving in. In the event that the approved duration of stay is exceeded, an amount of € 25.00 is withheld for each half-hour commenced (exceptional permissions with reservation at the exhibition management office).

### 15. Operation of the stand

- a) The exhibitor is obliged to keep his stand occupied throughout the exhibition.  
b) The organizer's instructions have to be followed. The organizer is entitled to close and clear a stand in the event of gross violation of the applicable legal regulations, the general terms of contract or the usual behaviour towards visitors and exhibitors. Claims against the organizer are excluded in this case.  
c) Measures which might cause distortions of competition or disturbances of the general public are subject to the organizer's explicit approval (loudspeakers and/or light equipment, planned demonstrations, emissions). Exhibitors who run equipment or machines that generate certain emissions are obligated to have a government approved ventilation system installed at their own cost. Advertising of any kind and particularly the distribution of printed advertising material is only permissible outside the stand if the fair authorities give their written approval.  
d) The organizer is responsible for general cleaning. The exhibitor is responsible for cleaning the stand unless he explicitly ordered the stand cleaning service. The exhibitor is obliged to avoid refuse and to separate unavoidable waste. Additional waste management costs are invoiced pursuant to the principle of causation.

### 16. Dismantling

- a) The exhibition stands must be dismantled within the specified dismantling periods (see supplement to the general terms and conditions of business). Rental furniture must be returned before 6.30 p.m. on the last day of the fair by the stand personnel or made ready for collection (furniture emptied), rental stands on the first day of dismantling before 12 noon. Up to this time the exhibitor will be held liable for any losses and damages.  
b) In the event that the exhibitor leaves his stand before the end of the exhibition, 50 % of the stand rental charge will be imposed as a contractual penalty.  
c) In the event that the organizer has exercised his lien for the exhibits, these must not be removed from the stand.

- d) The organizer is entitled to dispose of exhibition items left after dismantling at the exhibitor's expense. Damage to floors and walls has to be repaired perfectly otherwise these repairs will be carried out by the organizer at the exhibitor's expense. Further claims for compensation remain unaffected.  
e) The organizer will remove and store any stands or objects not having been dismantled or cleared after the expiry of the dismantling period at the exhibitor's expense without being liable for loss or damage.

### 17. Liability, insurance, guarding

- a) The organizer is responsible for the general guarding of the ground and the halls. The exhibitor is responsible for watching over and guarding the stand, also during the setting-up and dismantling periods.  
b) The organizer does not accept liability for any damage, loss and so on occurred during the exhibition, setting-up and dismantling periods or transport.  
c) The organizer recommends to each participant to provide for his own liability insurance, stand guarding, if needed, and insurance of the exhibition goods at his own expense. Subject to the organizer's approval guarding can also be shared with other exhibitors. Surveillance can also be organized jointly with other participants – though in every case this requires the organizer's consent.  
d) The organizer is only liable for any damage caused in intent or gross negligence by the organizer.

### 18. Catalogue

- a) The obligation of entry into the catalogue arises for the exhibitor upon sending in the application form. Your entry in the catalogue, internet, and/or the electronic trade-show information system will consist of your exhibition data, your firm's logo, a self-description, as well as three entries in the product listing. This will all be included in the service-charge.  
b) Advertisements in the catalogue are only possible in the stated formats. The prices will increase by 10 % for special positioning in the vicinity of certain product groups for example according to prior agreement with the organizer.  
c) In the event that an entry has not been entered in its entirety or only partially or imperfectly, claims for compensation are excluded.  
d) The printer's copy can be sent by e-mail, ISDN or disk (CD-ROM, DVD-ROM). No commission can be paid to any agency the services of which might have been used.

### 19. Photographing, filming

- a) Commercial photographing, drawing and filming on the exhibition ground is only allowed to the businesses approved by the organizer.  
b) The organizer is entitled to photograph, draw or film exhibition stands and to publish the results. The exhibitor waives all copyright claims.

### 20. Agreements

In any case all oral agreements require the organizer's written confirmation to be valid.

### 21. Forfeiture

All claims of the exhibitor against the organizer which have not been put forward within two weeks after the end of the exhibition are forfeited.

### 22. Place of performance/jurisdiction

The place of performance for all obligations arising hereunder is Dresden. The place of jurisdiction for all disputes arising from this contract, also for legal action based on a bill of exchange or a cheque, is Dresden. The contract is subject to German law.

## Supplementary to the General Terms of Contract for Exhibitions the following shall apply for the exhibition FLORIAN in Karlsruhe, October 8 to 10, 2009:

#### 1. Name of exhibition

FLORIAN  
Trade Fair for Fire Brigades, Fire-and-Disaster Control  
with Rescue Service Forum aescutec®

#### 2. Organizer

ORTEC Messe und Kongress GmbH  
Bertolt-Brecht-Allee 24, 01309 Dresden, Germany  
phone +49 351 315330, fax +49 351 3153310

#### 3. Venue Date

Oktober 8 to 10, 2009,  
Thu/Sat 9 a.m. to 5 p.m., Fri 9 a.m. to 7 p.m.

#### 4. Place of exhibition

Messe Karlsruhe · dm-arena, Messeallee 1, 76287 Rheinstetten

#### 5. Application deadline

June 30, 2009

#### 6. Setting-up and dismantling periods

Setting-up of the stands:  
October 6, 2009, from 9 a.m. to 10 p.m. exhibitors with own stand construction;  
October 7, 2009, from 7 a.m. to 10 p.m. all exhibitors  
Dismantling times for exhibitors:  
October 10, 2009, from 5.30 p.m. to 10 p.m.,  
October 11, 2009, from 7 a.m. to noon  
The setting-up and dismantling periods be able to change by organizer.  
Imperative necessities variations by exhibitors needs written approval of organizer.

# Nomenclature FLORIAN

(Please state only sub-items)

<b>1</b>	<b>Vehicles and equipment</b>	5.4.1	Announcing equipment	<b>9</b>	<b>Rescue equipment/ emergency medicine</b>	12.2.5	Synthetic materials
		5.4.2	Twin flasher warning and alarm lamps			12.2.6	Masonry materials
<b>1.1</b>	<b>Vehicle equipment</b>	5.4.3	electro acoustics emergency warning system	<b>9.1</b>	<b>First-aid equipment</b>	<b>12.3</b>	<b>Structural elements and systems</b>
1.1.1	Exhaust gas pipes	5.4.4	Front flashing lamps	<b>9.2</b>	<b>Rescue equipment and appliances</b>	12.3.1	Fire protection valves
1.1.2	Bodies	5.4.5	Mobile alarm systems	9.2.1	Pharmaceutical for Rescue Services/Emergency medical aid	12.3.2	Electronic fire alarm systems
1.1.3	Motor car tools	5.4.6	Safety automations		Immobilisation	12.3.3	Smoke outlet flaps
1.1.4	Mobile emergency stations	5.4.7	Sirens and siren control systems	9.2.2	Rescue temperature systems	12.3.4	Smoke extraction ventilator
1.1.5	Other vehicle equipment	5.4.8	Special signal systems	9.2.3	Emergency kits	12.3.5	Fire stops
1.1.6	Warning and signalling systems	<b>5.5</b>	<b>intercom</b>	9.2.4	Emergency cases	12.3.6	Safety drives
1.1.7	Draw gear	5.5.1	IP-intercom	9.2.5	Bandage cases/First-aid kits	12.3.7	Central ventilation system
<b>1.2</b>	<b>Special motor vehicles</b>	5.5.2		9.2.6		<b>12.4</b>	<b>Orientation systems and markings</b>
1.2.1	Ambulances	<b>6</b>	<b>Fire extinguishing gear, fire extinguishing systems, fire extinguishing substances</b>	<b>10</b>	<b>First-aid equipment/ Emergency medical aid</b>	12.4.1	Displays
1.2.1.1	Used fire fighting vehicles	<b>6.1</b>	<b>Fire extinguishing gear and fire hoses</b>	<b>10.1</b>	<b>Disinfectors</b>	12.4.2	Escape route marking systems
1.2.1.2	Patient Transport Ambulance	6.1.1	Fire extinguishers	<b>10.2</b>	<b>Disinfectant</b>	12.4.3	Escape lighting
1.2.1.3	Used emergency physician vehicles	6.1.2	Fire extinguishing hoses	<b>10.3</b>	<b>Medical simulators and equipment</b>	12.4.4	Barrier and guidance systems
1.2.1.4	Mobile Intensive Care Unit	6.1.3	High pressure fire extinguishers	<b>11</b>	<b>Technical support and environmental protection</b>	12.4.5	Safety and fire safety markings
1.2.2	Fire fighting vehicles	6.1.4	Fire extinguishing blankets	<b>11.1</b>	<b>Supporting equipment</b>	<b>12.5</b>	<b>Technical and operational fire protection</b>
1.2.2.1	Trailers	6.1.5	Foam extinguishers	<b>11.2</b>	<b>Equipment to fight oil pollution</b>	12.5.1	Components for preventive fire protection
1.2.2.2	Recovery vehicles crane lorries	6.1.6	Water guns	11.2.1	Flexible containers	12.5.2	Fire alarm systems
1.2.2.3	Emergency vehicles	6.1.7	Hydrants attached to a wall	11.2.2	Mobile oil separators	12.5.3	Tableau with maps of the area and guidance maps
1.2.2.4	Used fire fighting vehicles	<b>6.2</b>	<b>Fire pumps</b>	11.2.3	Oil binders	12.5.4	Safety plenum systems
1.2.2.5	Turntable ladders	6.2.1	Bilge pumps	11.2.4	Spreaders of oil binders	12.5.5	Safety tanks and containers
1.2.2.6	Fire trucks	6.2.2	Portable fire engines	11.2.5	Oil slick elimination	12.5.6	Warning systems
1.2.2.7	Fire engine	6.2.3	Water jet pumps	11.2.6	Oil blocking systems	12.6	Textil smoke- and fire protect
1.2.2.8	Personal carrier	<b>6.3</b>	<b>Extinguishing agents</b>	11.2.7	Equipment trailers	<b>12.7</b>	<b>Technical and in-company fire protection organisation</b>
1.2.2.9	Hose tenders	6.3.1	Extinguishing agent additives	11.2.8	Oil pumps	<b>13</b>	<b>Associations, organisations, services</b>
<b>1.3</b>	<b>Special vehicles</b>	6.3.2	Water systems for fire fighting	11.2.9	Oil hoses	<b>13.1</b>	<b>Authorities</b>
1.3.1	Decontaminate cars	6.3.3	Dry powder	11.2.10	Skimmers	<b>13.2</b>	<b>Relief organisations</b>
1.3.2	Track-type vehicles	6.3.4	Foam compounds	<b>11.3</b>	<b>Lifting and towing gear</b>	<b>13.3</b>	<b>Commercial services</b>
1.3.3	Rescue helicopter and aircrafts	6.3.5	Foam adding systems	<b>11.4</b>	<b>Accessories to fight environmental hazards</b>	13.3.1	Training, instruction
1.3.4	First aid motor bike	6.3.6	Other extinguishing agents	11.4.1	Suction devices	13.3.2	Fire safety and rescue service training
1.3.5	Watercrafts	<b>6.4</b>	<b>Accessories for fire extinguishing gear and systems</b>	11.4.2	Sealing material	13.3.3	Spezifical project- and advisory services
<b>2</b>	<b>Fire station equipment</b>	6.4.1	Mountings	11.4.3	Equipment to fight pollution by oil and chemical substances	13.3.4	Damage services
<b>2.1</b>	<b>Fire station wardrobes</b>	6.4.2	Extinguishing agent containers	<b>11.5</b>	<b>Ladders</b>	13.3.5	Inspection and certification
<b>2.2</b>	<b>Fire station doors</b>	6.4.3	Mist-based fire extinguishing systems	<b>11.6</b>	<b>Rescue gear</b>	13.3.6	Other services
<b>2.3</b>	<b>Compressors</b>	6.4.4	Sprinklers	11.6.1	Lowering-down equipment	13.3.7	Social contributions
2.3.1	Breathing air compressors/ High-pressure compressors	<b>7</b>	<b>Measuring and detecting instruments</b>	11.6.2	Falling-down protective structures	<b>13.4</b>	<b>Associations</b>
2.3.2	Low-pressure compressors	7.1	<b>Gas meters</b>	11.6.3	Belt lines	<b>14</b>	<b>Specialist publishing houses, literature</b>
<b>2.4</b>	<b>Hose repair and services</b>	7.2	<b>Equipment for early identification of chemical and biological weapons</b>	11.6.4	Retaining and safety belts	<b>14.1</b>	<b>Electronic media</b>
<b>2.5</b>	<b>Other equipment</b>	7.3	<b>Thermometers</b>	11.6.5	Hydraulic rescue gear	<b>14.2</b>	<b>Specialised books</b>
<b>3</b>	<b>Flood prevention</b>	7.4	<b>Radiale measuring systems</b>	11.6.6	Jumping sheets	<b>14.3</b>	<b>Professional journals</b>
<b>3.1</b>	<b>Mobile flood prevention systems</b>	7.5	<b>Environmental measuring systems</b>	11.6.7	Rescue footpaths	<b>14.4</b>	<b>Publications</b>
<b>3.2</b>	<b>Temporary waterproof flood prevention systems</b>	<b>8</b>	<b>Personal protective equipment</b>	11.6.8	Rescue platforms	<b>15</b>	<b>Other</b>
<b>3.3</b>	<b>Permanent waterproof flood prevention systems</b>	<b>8.1</b>	<b>Respiratory equipment</b>	<b>11.7</b>	<b>Cutting and separating gear</b>	<b>15.1</b>	<b>Badges</b>
<b>4</b>	<b>Information and organisation technology</b>	8.1.1	Breathing air compressors/ High pressure compressors	11.7.1	Hydraulic shears	<b>15.2</b>	<b>Flags</b>
<b>4.1</b>	<b>Office and organisation technology</b>	8.1.2	Breathing mask	11.7.2	Hydraulic spreaders	<b>15.3</b>	<b>Flagpoles</b>
4.1.1	Accounting systems	8.1.3	Equipment to monitor and stabilise the circulatory system	11.7.3	Motor saws	<b>15.4</b>	<b>Miniature models</b>
4.1.2	Voice recorders	8.1.4	Compressed air respirator	11.7.4	Abrasive cutting-off machines	<b>15.5</b>	<b>Association supplies</b>
4.1.3	Word processing systems	<b>8.2</b>	<b>Protective clothing</b>	<b>11.8</b>	<b>Other tools and outfits</b>	<b>15.6</b>	<b>Advertising material</b>
<b>4.2</b>	<b>Data processing</b>	8.2.1	Safety gloves	11.8.1	Exhaust gas suction implements	<b>16</b>	<b>History</b>
4.2.1	Mobile data and radio communication	8.2.2	Fire service clothing	11.8.2	Airbag restraint systems	<b>16.1</b>	<b>Documents, badges</b>
4.2.2	Mobile data acquisition, handling and processing	8.2.3	Fire service boots	11.8.3	Container changing devices	<b>16.2</b>	<b>Devises and Equipments</b>
<b>4.3</b>	<b>Data processing systems</b>	8.2.4	Heat-resistant gloves	11.8.4	Fire fighting practising plants	<b>16.3</b>	<b>Historical vehicles</b>
4.3.1	Complex data processing solutions	8.2.5	Knee/leg and arm protection	11.8.5	Hand-searchlights	<b>16.4</b>	<b>Uniforms</b>
4.3.2	Personal computers	8.2.6	Bullet-proof vests	11.8.6	Industrial suction devices and accessories	<b>17</b>	<b>Tents</b>
4.3.3	Software programs	8.2.7	Rescue service clothing	11.8.7	Mobile lighting systems	<b>17.1</b>	<b>Decon tents</b>
4.3.3.1	Software programs for disaster control	8.2.8	Protective suits	11.8.8	Fans	<b>17.2</b>	<b>Hospital tents</b>
<b>5</b>	<b>Controlcentre and signalling equipment</b>	8.2.9	Safety helmets	11.8.9	Simulator for construction accidents	<b>17.3</b>	<b>Crew- and Accommodation tents/Stand tents</b>
<b>5.1</b>	<b>Wire-bound communication equipment</b>	8.2.10	Special-purpose clothing	11.8.10	Generators and lighting equipment	<b>17.4</b>	<b>Tent heating equipment</b>
5.1.1	Electrical communication service	8.2.11	Safety boots	11.8.11	Cable reels	<b>17.5</b>	<b>Airshelter</b>
5.1.2	Telephone installations	8.2.12	Warning clothing	11.8.11.1	Lamp supports	<b>18</b>	<b>Electromedical equipment/medical technology</b>
5.1.3	Emergency call installations	8.2.13	Weather protective clothing	11.8.11.2	Generators	<b>18.1</b>	<b>Suction devices</b>
<b>5.2</b>	<b>Operation control centres</b>	<b>8.3</b>	<b>Radiation protection equipment</b>	11.8.11.3	Energy distributor sentences	<b>18.2</b>	<b>Respiration monitors</b>
5.2.1	Documentation systems	8.3.1	Radiation shielding materials	<b>12</b>	<b>Construction engineering Structural fire protection</b>	<b>18.3</b>	<b>Bag respirator</b>
5.2.2	Dispatchment systems	8.3.2	Manipulators	<b>12.1</b>	<b>Building structures</b>	<b>18.4</b>	<b>Respiration equipment</b>
5.2.3	Control station furniture	8.3.3	Radiation protective containers	12.1.1	Roof constructions	<b>18.5</b>	<b>Defibrillators</b>
5.2.4	Control station equipment	<b>8.4</b>	<b>Maintenance and cleaning</b>	12.1.2	Escape stairs	<b>18.6</b>	<b>Electrocardiographs</b>
5.2.5	Management systems	8.4.1	Seam-up prevention products	12.1.3	Door elements	<b>18.7</b>	<b>Patient monitors</b>
5.2.6	Sound recordering equipment	8.4.2	Ultrasound cleaning devices	12.1.4	Wall elements	<b>18.8</b>	<b>Oxygen equipment</b>
5.2.7	Monitoring apparatus	8.4.3	Special laundry machines and dryers	12.2	<b>Building materials</b>	<b>18.9</b>	<b>Ultrasonic devices for diagnosis</b>
<b>5.3</b>	<b>Radio technology</b>			12.2.1	Fire inspections	<b>18.10</b>	<b>Life-restoring equipment</b>
5.3.1	Radio equipment			12.2.2	Fire-proof glass		
5.3.2	Radio signal receivers, radio alarm receivers			12.2.3	Fire safety expertise		
5.3.3	Radio determination equipment			12.2.4	Fire-resisting paints and coatings		
5.3.4	Radio equipment						
5.3.5	Radio telephones						
5.3.6	Stationary radio systems						
<b>5.4</b>	<b>Loudspeaker and warning systems</b>						