

APPLICATION FOR PARTICIPATION

The ZOW sales team:

André Bezdiak | andre.bezdiak@clarionsurvey.de | Phone +49 521 96533-95
 Hülya Simsek | hulya.simsek@clarionsurvey.de | Phone +49 521 96533-73
 Niki Vogiantzi | niki.vogiantzi@clarionsurvey.de | Phone +49 521 96533-78

Clarion SURVEY GmbH
 Mittelstr. 55 | D-33602 Bielefeld
 Phone: +49 521 96533-66
 Fax: +49 521 96533-99

Email: service@clarionsurvey.de

www.zow.de



Your sales contact for ZOW:

We hereby confirm our company's binding participation as an exhibitor at the ZOW "Annual Fair for Components and Accessories for Furniture and Interior Design" taking place from 6-9 February 2012 in Bad Salzuflen/Germany. We confirm knowledge of and full agreement with the general terms and conditions of participation (see attachment). Prerequisite for the participation as an exhibitor are the completion of the application form, the down-payment according to the terms of payment, and the written confirmation by the organiser. In the event of over-booking, applications will be considered in order of receipt of the valid application. In cases of doubt the exhibitors' advisory board will decide whether the application will be accepted. There is no right of appeal.

Company: VAT No.:
 Street / PO Box: ZIP / City:
 Country: Website:
 Phone: Fax:
 General Email: Management:

Contact (organisation): Title:
 Personal Email: Phone / Extension:
 Contact (sales at ZOW): Title:
 Personal Email: Phone / Extension:

Size of Exhibition Space

Participation packages are specified for ZOW 2012 only.
 We order (please tick your selection below):

<input type="checkbox"/> Info booth	ca. 5 sqm exhibition space	3,800.00 €
<input type="checkbox"/> Package A	15 sqm exhibition space	8,300.00 €
<input type="checkbox"/> Package B	30 sqm exhibition space	14,300.00 €
<input type="checkbox"/> Package C	45 sqm exhibition space	20,900.00 €
<input type="checkbox"/> Package D	60 sqm exhibition space	27,200.00 €
<input type="checkbox"/> Package E	90 sqm exhibition space	35,500.00 €

VAT as valid on the date of the fair. All services as specified in the service package (see right hand).

plus option for 2013 (please tick): With a binding application for 2012 and 2013 (minimum same extent of service package) at the same time you will be granted a double booking discount of 3% for both exhibitions (to be repaid if one participation is cancelled!)

The package price includes: Exhibition space fully equipped with wall-to-wall carpet, suspended ceiling, adjustable lighting system and display equipment (modules), power supply, WLAN (hotspots in the halls), catering/restaurant for exhibitors and guests, business centre, media offices, advertising and public relations for the fair, visitor invitations, ZOW directory and website entry, cloakroom service, cleaning, parking, security service. The organiser reserves the right to amend or change the prices and conditions of participation.

Notes:

Product Listing (please tick)

Fittings 400	Semi-finished products 500	Laminates.....124 <input type="checkbox"/>	Software / Technical Press.....985 <input type="checkbox"/>
Functional fittings.....401 <input type="checkbox"/>	Worktops.....595 <input type="checkbox"/>	Materials 100	Forwarding / Transport.....987 <input type="checkbox"/>
Locks + locking systems.....402 <input type="checkbox"/>	Furniture door fronts.....530 <input type="checkbox"/>	Auxiliary materials.....199 <input type="checkbox"/>	Tools and auxiliaries <input type="checkbox"/>
Ornamental fittings.....403 <input type="checkbox"/>	Ready-to-assemble elements.....520 <input type="checkbox"/>	Edges.....160 <input type="checkbox"/>	Small and special machinery <input type="checkbox"/>
Chemical products 110	Postforming-elements.....540 <input type="checkbox"/>	Edge strips.....161 <input type="checkbox"/>	Fabrics and leather <input type="checkbox"/>
Resins.....113 <input type="checkbox"/>	Prefabricated semi-finished products.....510 <input type="checkbox"/>	Compound materials.....141 <input type="checkbox"/>	Upholstery articles <input type="checkbox"/>
Adhesives + glue.....111 <input type="checkbox"/>	Table frames.....570 <input type="checkbox"/>	Boards.....140 <input type="checkbox"/>	Elements & systems for interior fitting <input type="checkbox"/>
Lacquers + stains.....112 <input type="checkbox"/>	Tabletops.....590 <input type="checkbox"/>	Profiles.....170 <input type="checkbox"/>	Others 990 <input type="checkbox"/>
Elements + Systems 300	Interior decoration 200	Abrasive.....185 <input type="checkbox"/> <input type="checkbox"/>
Glass-elements + mirrors.....340 <input type="checkbox"/>	Floors.....201 <input type="checkbox"/>	Bars.....130 <input type="checkbox"/> <input type="checkbox"/>
Lighting-systems.....360 <input type="checkbox"/>	Panels.....202 <input type="checkbox"/>	Trimming.....180 <input type="checkbox"/> <input type="checkbox"/>
Furniture feet + furniture rollers.....320 <input type="checkbox"/>	Profile systems.....203 <input type="checkbox"/>	Services / Logistics 980 <input type="checkbox"/>
Furniture roller-blinds.....330 <input type="checkbox"/>	Surfaces 120	Engineering and consulting...981 <input type="checkbox"/> <input type="checkbox"/>
Recess-systems.....380 <input type="checkbox"/>	Decor papers printed.....122 <input type="checkbox"/>	Technical Press.....983 <input type="checkbox"/> <input type="checkbox"/>
Interior fittings for cabinets.....350 <input type="checkbox"/>	Decor papers plain colours.....121 <input type="checkbox"/>	Fleet management.....989 <input type="checkbox"/> <input type="checkbox"/>
Drawer inserts.....310 <input type="checkbox"/>	Foils.....123 <input type="checkbox"/>	Logistic services.....986 <input type="checkbox"/> <input type="checkbox"/>
Drawer + drawer runners.....315 <input type="checkbox"/>	Veneers.....125 <input type="checkbox"/>	Public organisations.....982 <input type="checkbox"/> <input type="checkbox"/>
		Process: Control & Counseling.....984 <input type="checkbox"/> <input type="checkbox"/>

Payment terms: 20 % of the total amount due after receipt of the first invoice; 40% of the total amount due until August 1st, 2011; 40% of the total amount due until November 1st, 2011. All partial amounts are plus applicable VAT of 19%

Bank details: Clarion Survey GmbH, Mittelstraße 55, 33602 Bielefeld/Germany, BIC: 478 400 65, No.: 151 7325 00, IBAN: DE88 4784 0065 0151 7325 00, SWIFT-BIC: COBADEFF478

Cancellation: Cancellation of the company's commitment until July 31st, 2011, on forfeiture of the deposit 20% of the package price; cancellation until October 31st, 2011, on forfeiture of the deposit 40% of the package price; cancellation after that time will be obliged to pay the whole fee for the exhibition space booked. All fees are plus the applicable VAT (19%) as valid on the date of fair. If installments due by the date of cancellation are unpaid, these liabilities are not affected by the cancellation and must be settled without delay. Decisions as to the legitimacy of reasons preventing exhibitors participating in the exhibition shall be at the organiser's sole discretion.

Name (in Capitals): Title:
 City / Date: Binding signature / Seal:

General terms and conditions of participation at ZOW Bad Salzuflen 2012

The following regulations relating to stand equipment, security, liability, waiver of exemption from liability and insurance form part of the contract for ZOW participation. The exhibitor accepts these unconditionally by completion of the application form.

1. Name: The event is of a specialised nature and is named "ZOW Zuliefermesse Ost-Westfalen".

2. Venue, dates and times: The event will take place at the Messezentrum Bad Salzuflen, from 6 – 9 February 2012. Visitor access will be from 9.00 a.m. to 6.00 p.m.; the hall will be open for exhibitors from 8.00 a.m. to 7.00 p.m.

3. Participants: All manufacturers of products on the product list are eligible to participate as exhibitors, together with representatives and agents of such manufacturers. Representatives and agents may participate in the exhibition under their own company name. Also admitted as participants, at the organisers discretion, are trade press publishers, public bodies, associations, institutes and other manufacturing or trade bodies which are in any way recognized as promoting, supporting or designing (as their main activity) goods connected with or similar to the exhibition's product categories and in keeping with its characteristics.

4. Exhibitors' fees:

Info booth ca. 5 sqm	€ 3,800.00 + applicable VAT (19%)
Package A 15 sqm	€ 8,300.00 + applicable VAT (19%)
Package B 30 sqm	€ 14,300.00 + applicable VAT (19%)
Package C 45 sqm	€ 20,900.00 + applicable VAT (19%)
Package D 60 sqm	€ 27,200.00 + applicable VAT (19%)
Package E 90 sqm	€ 35,500.00 + applicable VAT (19%)

This package price includes: Exhibition space fully equipped with wall-to-wall carpet, suspended ceiling, adjustable lighting system and display equipment (modules), power supply, WLAN, catering/restaurant for exhibitors and guests, business centre, media offices, advertising and public relations for the fair, visitor invitations, ZOW directory and website entry, cloakroom service, cleaning, parking, security service. The organiser reserves the right to amend or change the prices and conditions of participation. This package price includes also the AUMA-fee of € 0.60 / qm exhibition space. Find more information on AUMA – Association of the German Trade Fair Industry at www.auma.de.

5. Acceptance of entry terms: Submission of the space application form entails, in addition to meeting the requirements of Art. 4 above, acceptance of these general terms and conditions in their entirety, as well as all rules and standards issued subsequently for the organisation and functioning of the exhibition. The application further constitutes a firm commitment of the applicant to take part and establishes precedence in the consideration of requests for space for the organisers. No application will be considered unless properly completed and signed.

6. Payments: 20% of the price for the selected package + applicable VAT (19%) after receiving the first invoice, 40% + applicable VAT (19%) until August 1st, 2011, 40% + applicable VAT (19%) until November 1st, 2011.

7. Transfer and cancellation: The transfer of all or parts of the exhibition space, even free of charge, is strictly prohibited. Any exhibitor unable for legitimate and documented reasons to participate in the exhibition may until July 31st, 2011 request cancellation of their commitment, on forfeiture of the deposit 20% of the selected package price + applicable VAT (19%) as valid on the date of fair. Furthermore, any exhibitor may request the cancellation of their commitment until October 31st, 2011, on forfeiture of the deposit 60% of the selected package price + applicable VAT (19%) as valid on the date of fair. Exhibitors cancelling after that time will be obliged to pay the whole fee for the exhibition space booked. If installments due by the date of cancellation are unpaid, these liabilities are not affected by the cancellation and must be settled without delay. Decisions as to the legitimacy of reasons preventing exhibitors participating in the exhibition shall be at the organiser's sole discretion.

8. Allocation of exhibition space: The exhibition spaces are allocated at the sole discretion of the organisers and will take account of the following: proper completion of the application and payment of the deposit; the date of presentation of the application; the space available. The organisers will also seek, so far as possible and within the limits of availability, to accommodate the preferences expressed by applicants, but without disregarding the general benefit of the exhibition on that account; the organisers reserve the right to change or modify the exhibition space allocated.

9. Installation: During the days allocated for installation and dismantling of the stands within the hall, it is strictly forbidden to use any machinery which produces dust, without provision of suitable dust-extraction devices. Installation of ZOW modules is provided directly by the organisers together with wall-to-wall floor covering and a suspended ceiling with lighting.

Furthermore work involving the lighting installed in this ceiling and work involving the installation of electrical conductors may only be carried out by the exhibition organisation's staff.

For the equipment of the individual exhibiting areas, the organiser's modules must be used. Other display equipment may only be used as an exception to the rule. Exhibitors' own display equipment shall only be possible after approval by the organiser of detailed drawings or photographs with dimensions. The organiser's decision is final. The maximum construction height may not exceed 2.50 m under any circumstances. In the interest of a uniform appearance, full size colouring of modules (painting, foils) is not allowed. Additional flooring shall be allowed if the flooring is directly or indirectly (laminated flooring) a product of the exhibitor. Other floor coverings and structures (carpets, pedestals, platforms etc.) are also not allowed in general.

Any damage or alterations to the walls, floors or the ceiling of the exhibition hall (sticking objects etc.) is strictly forbidden. The organiser reserves the right to remove all samples, sample carriers, exhibits, exhibits carriers, displays and construction elements, which do not comply with these regulations. Any costs will be borne by the exhibitor.

10. Promotional activities: In addition to the obligation of compliance with legal and public safety requirements, any promotional activities, which may only be conducted within the participant's own exhibition space, must be such as not to injure, damage, disturb or annoy the other exhibitors or visitors. The distribution of advertising material in the exhibition's common space is forbidden.

For events staged during trade fair hours in conjunction with the press and other media representatives, it is imperative to inform the organiser's press office, well in advance and to coordinate these activities with the office on a continuous basis. This is in the interest of exhibitors, media representatives and the organizer in order as far as possible to rule out clashes of venue and time.

11. Catalogue: The official exhibition catalogue will be printed and distributed without liability to the organisers or the publisher. Exhibiting companies will have the right to an entry giving company name, address and contact person. Details published in the official exhibition catalogue are taken from the application form. Any changes intended for the catalogue have to be submitted by using the Online-Manager according to the deadlines published. We cannot guarantee that changes submitted after the deadline will be reflected by the catalogue. The organisers will also be able to arrange, directly or indirectly, for the production and distribution of other publications of various kinds and reserve the right to use such publications to illustrate and advertise the exhibition at any time and in any surroundings.

12. Photography and reproductions: Stands and exhibited products may not be photographed, filmed, drawn or recorded in any way without the authorisation of the exhibitors concerned and of the organiser. The organizers cannot however be held liable for any breaches by third parties.

However, the organiser itself reserves the right to record or to authorise the recording of, general or detailed views, outdoor or indoor, for the purposes of a proper record of the exhibition. No photographic or cinematic equipment may be brought within the area of the exhibition without the organiser's written permission. A copy of every authorised record must be supplied to the organiser.

13. Security: The exhibition halls will be safeguarded before, during and after the exhibition days between 6.00 p.m. and 8.00 a.m. This security shall cover the building as a whole, but shall not automatically cover the individual exhibition areas.

An individual security guard for a single exhibition area must be booked separately, if required. Upon request, the organiser will supply the address of authorized security services.

14. Protection of the property: The individual exhibitors are responsible for protection of their own property.

15. Liability: Neither the organisers nor the promoters or owners of the exhibition hall shall be liable for any

damages, especially not for damages to the exhibition goods (equipment, exhibits, samples, property of the staff working for any exhibitor) neither for damages which third parties suffer through the exhibition except where there is evidence that damages were caused by representatives of the organisers acting with serious negligence.

Disadvantages to the organisers caused by failure of the exhibitor to immediately report the damage shall be at the cost to the exhibitor.

16. Force Majeure: Should the organiser be forced by acts of force majeure or by any other circumstance to close and keep closed one or several parts of the exhibition or the whole exhibition for a limited time or completely for a longer duration, the organizer cannot be made liable for any damages to the exhibitors caused through this.

17. Contract penalty: With the confirmed application the exhibitor agrees to have the booth open and working (incl. personnel) at all official opening hours of the ZOW. In case of advanced dismantling of the booth, a contract penalty of Euro 2,000 will be charged.

18. Prohibitions: In addition to those regulations set out in the specific articles, the following general prohibitions apply: the sale of products with delivery on the spot is forbidden; the display of prices is forbidden; no exhibitor, exhibitor's employee or visitor may remain at the stands or within the area of the exhibition outside the exhibition's set hours without special authorisation from the organisers; no material may be brought into the exhibition which smells bad or is in any way hazardous or liable to cause damage, injury or annoyance; this prohibition is in addition to all laws, regulations and special provisions applying to meetings in public places; all sound production equipment is forbidden, excluding loudspeakers for official announcements of general interest or in any emergency; the trade marks for the exhibition centre, the organisers and the exhibition may not be used without written authorization; exhibiting firms are forbidden to have advertisements outside the pavilions or moving in the aisles, streets or neighbourhood of the exhibition district and the distribution of objects which constitute advertising vehicles is likewise forbidden. No posters concerning competitions or awards offered by firms, organisations or by daily, weekly or specialised publications may be displayed within the exhibition spaces. Contravention of the above rules will lead to penalties in addition to exclusion from the exhibition in future years.

19. Amendments to the regulations: The organisers reserves the right to introduce such rules and standards as they think fit – even in derogation of these general terms and conditions – for the proper regulation of the exhibition and the services within it. Such rules and standards shall have equal validity with these general regulations and shall accordingly be similarly binding. In the event of contravention of any part of these general regulations, the organisers also reserve the right to expel any exhibitor, who shall not be entitled to any manner of refund or compensation.

20. Place of jurisdiction: The place of jurisdiction shall be the city of Bielefeld (Germany).

21. The regulations written in German language shall be legally binding.