

28 FEBRUARY TO 3 MARCH 2001
LYON EUREXPO - FRANCE

TO BE RETURNED TO

SepelCom-Eurobois- B.P. 87 - 69683 Chassieu Cedex, France
Tel. 33 (0)4 72 22 32 56 - Fax 33 (0)4 72 22 32 58 - e-mail: indus@sepelcom.com

HEAD OFFICE

Company name

Address

Zip/Post code City Country

Tel. Fax

e-mail Web site

Managing Director

Person responsible for the stand..... Job title

Are you a member of a trade association? Which one?

You are a

1- MANUFACTURER

2- DISTRIBUTOR

3- SERVICE PROVIDER

4- IMPORTER

5- EXCLUSIVE AGENT

6- EXPORTER

AGENCY OR REGIONAL REPRESENTATIVE

Address.....

Zip/Post code City Country

Tel..... Fax

e-mail Web site.....

Contact Job title.....

Mailing address

head office

agency

Billing address

head office

agency

other.....

Your types of products and activities.....

NEW

EVERYTHING YOU NEED FOR A SUCCESSFUL SHOW.

Upon receiving your application form, we will send out your **Exhibitor's Guide, the "Turnkey stand" Pack and the "Performance Pack"**.

An event

SepelCom

A Member of the Reed Exhibition Companies

RESERVE YOUR EXHIBITION SPACE

Bare surface with melamine partition wall and double-sided sign.
Minimum surface area: 18m² (6 m x 3 m)
Additional surface area available per 9m² module

I WOULD LIKE TO RESERVE THE FOLLOWING STAND:

Minimum surface area of 18m²: 14400 FF Ex VAT (800 FF Ex VAT/m²) FF Ex VAT

From 2 to 6 modules of 9m²:
 Unit price per 9m² module: 7200 FF Ex VAT (800 FF Ex VAT/m²) FF Ex VAT

From 7 to 12 modules of 9m²:
 Unit price per 9m² module: 7020 FF Ex VAT (780 FF Ex VAT/m²) FF Ex VAT

From 13 to 24 modules of 9m²:
 Unit price per 9m² module: 6480 FF Ex VAT (720 FF Ex VAT/m²) FF Ex VAT

From 25 to 48 modules of 9m²:
 Unit price per 9m² module: 4500 FF Ex VAT (600 FF Ex VAT/m²) FF Ex VAT

More than 48 modules of 9m²:
 Unit price per 9m² module: 4500 FF Ex VAT (500 FF Ex VAT/m²) FF Ex VAT

NEW

CORNERS (subject to availability)

1 corner (2 walls) : 1 800 FF Ex VAT = FF Ex VAT

2 corners (3 walls) : 3 600 FF Ex VAT = FF Ex VAT

4 corners (4 walls) : 7 200 FF Ex VAT = FF Ex VAT

CONTRIBUTION TO WASTE DISPOSAL (cf. Art. 19 of exhibition regulations)

_____ m² x 9.00 FF = FF Ex VAT

TOTAL SPACE RESERVATION = FF Ex VAT

REGISTRATION FEE (compulsory) = 3 300 FFHT

The registration fee includes:

- Administration costs.
- Inclusion in the Official Exhibition Catalogue, with your company logo. The catalogue is handed out free to visitors.
- A catalogue.
- Insurance (Cf. article 26 of the exhibition regulations and the extract from the general conditions included in the "Exhibitor's Guide").
- 150 visitor invitation cards.
- 4 exhibitor badges, 1 additional badge per 9 m² module (limited to 20 badges).
- 2 spaces in the exhibitors' car park.
- Access to the Exhibitors' Club.
- Stand cleaned the day before the exhibition opens.
- Inclusion on the exhibition web site.

NEW

ALL-INCLUSIVE PACKAGE, 18 m² fitted stand including:

Registration fee, carpet, melamine partition walls, 2 kW electric cabinet, sign, two rails of three spotlights, furniture voucher worth FF 1500, contribution to waste disposal **27 000 FF H.T.**

COMPANIES WHOSE PRODUCTS YOU WILL BE REPRESENTING

Listing of the brands whose products you represent in the catalogue
 A declaration of each brand presented will be issued on receipt of your participation contract.

Number of brand(s) X 500 FF Ex VAT = FF Ex VAT

GRAND TOTAL Ex VAT = FF
 VAT at 20.60% = FF
 GRAND TOTAL FF Inc. VAT = FF
 GRAND TOTAL euros Inc. VAT = Euro
 (1 euro = 6.55957FF)

YOUR DEPOSIT (must be enclosed with your registration file)
 4000 FF X modules = FF Ex VAT

Must be paid by each exhibiting company. All companies represented on your stand must fill in a participation contract and pay a registration fee.

Registration forms returned without a deposit cannot be processed

COMPANY REGISTRATION FORM FOR OFFICIAL SHOW CATALOGUE AND WEB SITE

YOUR COMPANY

APPEARING IN THE ALPHABETICAL REGISTER OF EXHIBITORS (CATALOGUE & WEB SITE)

THIS FORM MUST BE COMPLETED IN CAPITALS

Company name.....

Under what name would you like to appear in the catalogue?.....

Address

Zip/Post code City Country

Tel. Fax

Web site

Person responsible for the stande-mail

YOUR SIGN ON YOUR STAND

(TWENTY CHARACTERS MAX) BLOCK CAPITALS

This identifies your stand at the show

DESCRIPTION OF YOUR ACTIVITY FOR CATALOGUE ENTRY

Please enter product codes (cf: enclosed list), **starting with your main activity**

6 headings free, extra headings: 100 FF Ex VAT each

1 3	1 3	1 3	1 3
1 3	1 3	1 3	1 3
1 3	1 3	1 3	1 3
1 3	1 3	1 3	1 3

YOUR ACTIVITIES

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YOUR COMPANY LOGO (LETTERHEAD)

NEW PRODUCTS AT SHOW

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Advertising-type texts are not permitted here. Translations of texts are essential to avoid any error.

Appearances in the catalogue can no longer be guaranteed after 15/01/2001.

The organiser can under no circumstances be held responsible for omissions, printing or layout errors or others which may occur in the catalogue. The organiser reserves the right to modify, eliminate or regroup certain registrations if necessary.

LIST OF PRODUCTS AND SERVICES

Please **tick ALL** the boxes next to products, activities and services that you will be presenting at the Exhibition.

A - FORESTRY EQUIPMENT

- 13A001 BRUSHCUTTERS
- 13A002 BARK STRIPPING (equipment)
- 13A003 GINS
- 13A004 PRUNING (equipment)
- 13A005 TIMBER LORRY EQUIPMENT
- 13A006 UNLOADING TRAILERS
- 13A007 FORESTRY (equipment)
- 13A008 CABLE SKIDDERS AND CARRIERS
- 13A009 CUTTING, FELLING AND TRIMMING (machines)

B - HANDLING

- 13B001 LOADERS
- 13B002 FORKLIFTS AND HANDLING TROLLEYS
- 13B003 PACKING (equipment)
- 13B004 CONVEYOR BELTS
- 13B005 UNLOADING AND HANDLING (equipment)
- 13B007 PACKING (machines)
- 13B008 EQUIPMENT FOR FORKLIFT TRUCKS
- 13B009 HANDLING (equipment)
- 13B010 MISCELLANEOUS TRANSPORT EQUIPMENT
- 13B011 UNBARKED LOG STORAGE
- 13B012 UNIT LOAD STORAGE (equipment)

C - TIMBER MACHINERY AND TOOLS

- 13C001 WOOD TURNING MACHINE ACCESSORIES
- 13C002 SHARPENERS
- 13C003 SHARPENING (machines)
- 13C004 ASSEMBLY (systems)
- 13C005 ASSEMBLY (machines)
- 13C006 SHEARING (machines)
- 13C007 NAILING, STAPLING (machines)
- 13C008 NAIL DRIVERS
- 13C009 MULTI-PURPOSE (timber machines)
- 13C010 MECHANICAL CONSTRUCTION COMPONENTS
- 13C011 SURFACING (machines)
- 13C012 PLANK STACKERS/DESTACKERS
- 13C013 GLUING (machines)
- 13C014 BAG FILLING MACHINES
- 13C015 VICES AND TIGHTENING TOOLS
- 13C016 TURNING (equipment)
- 13C017 SPLITTING (machines)
- 13C018 MILLING (machines)
- 13C019 PORTABLE MACHINE TOOLS
- 13C020 WOOD TURNING MACHINES
- 13C021 GRINDING AND SURFACING (machines)
- 13C022 MORTISING (machines)
- 13C023 MOULDING (machines)
- 13C024 HAND-HELD TOOLS
- 13C025 PORTABLE TOOLS
- 13C026 PROFESSIONAL TOOLS
- 13C027 TOOLS FOR WOODTURNING MACHINES
- 13C028 DRILLING (machines)
- 13C029 DRILLS
- 13C030 EDGE PROCESSING MACHINES
- 13C031 POLISHING, SANDING (machines)
- 13C032 SANDING, VITRIFICATION
- 13C033 SANDERS
- 13C034 PROFILING MACHINES
- 13C035 PLANING MACHINES
- 13C036 SAWMILLS WITH DRIERS
- 13C037 SAWING (machines)
- 13C038 PORTABLE CHAIN SAWS
- 13C039 CIRCULAR SAWS
- 13C040 SAWS AND BLADES
- 13C041 VERTICAL PANEL SAWS
- 13C042 HORIZONTAL PANEL SAWS

- 13C043 SCULPTING AND COPYING (machines)
- 13C044 WOOD CARVING
- 13C045 CRAMP FRAMES
- 13C046 TENONING MACHINES
- 13C047 SPINDLE MOULDERS (timber machinery)
- 13C048 WOOD TURNING LATHES
- 13C049 CHAIN SAWS
- 13C050 NUMERICALLY CONTROLLED MACHINING (centres)
- 13C051 VARNISHING (machines)
- 13C052 SCREW DRIVING MACHINES
- 13C053 RECESSING MACHINES

D - PERSONAL HEALTH AND SAFETY EXHIBITION

01 - PRODUCTS AND SERVICES

- 520101 TRAINING PROVIDERS
- 520102 PERSONAL SAFETY GEAR: HEAD, FACE AND RESPIRATORY TRACT
- 520103 PSG: HANDS
- 520104 PSG: BODY: FALL ARRESTERS
- 520105 PSG: FEET
- 520106 RESCUE AND EMERGENCY EQUIPMENT
- 520107 HYGIENE
- 520108 ERGONOMICS
- 520109 FIRE PREVENTION
- 520110 SIGNS AND MARKINGS
- 520111 COMMUNICATION WITH ISOLATED PEOPLE
- 520112 INSURANCE COMPANIES
- 520113 PUBLISHERS

02 - EQUIPMENT FOR BUILDINGS AND SERVICE ROOMS

- 520201 MOVEMENTS OF PEOPLE, PRODUCTS AND VEHICLES
- 520202 ARRANGEMENT OF WORK STATIONS AND MACHINES
- 520203 HANDLING, LIFTING
- 520204 FIRE, EXPLOSION
- 520205 VENTILATION, HEATING
- 520206 SERVICE ROOMS
- 520207 ACOUSTICS
- 520208 LIGHTING
- 520209 ACCESS TO ROOFS AND FACADES
- 520210 NON-SLIP FLOORING

E - MISCELLANEOUS EQUIPMENT AND RECOVERY OF MATERIALS

- 13E001 COMPRESSED AIR
- 13E002 INDUSTRIAL VACUUM CLEANERS
- 13E003 WASTE WOOD CRUSHERS
- 13E004 PAINTING & VARNISHING BOOTHS
- 13E005 WOOD-FIRED BOILERS
- 13E006 COMPRESSORS
- 13E007 MONITORING (devices and instruments)
- 13E008 DUST EXTRACTION
- 13E009 HIGH-FREQUENCY GENERATORS
- 13E010 SOUNDPROOFING (equipment and techniques)
- 13E011 CLEANING - VACUUMING (equipment)
- 13E012 STOVES (for individual heating)
- 13E013 SAWDUST AND WOOD-BURNING STOVES
- 13E014 WOOD PRESSES
- 13E015 MECHANICAL PRESSES
- 13E016 PROTECTION (products)
- 13E017 WOOD DRIERS
- 13E018 FANS AND VENTILATION DEVICES
- 13E019 VACUUM PRESSES
- 13E020 METAL DETECTORS

F - TIMBER AS A CONSTRUCTION MATERIAL

- 13F003 OUTDOOR FITTINGS, FENCES, GATES, ETC.
- 13F004 TROPICAL WOODS
- 13F005 DECIDUOUS WOODS
- 13F006 INJECTED WOODS
- 13F007 RESINOUS WOODS
- 13F008 PLANED TIMBER FOR OUTDOOR USE
- 13F009 PLANED WOOD FOR INDOOR USE
- 13F010 FRAMEWORKS
- 13F011 PARTITIONS AND TRELIS
- 13F012 GLUES, FILLERS, ADHESIVES, SEALS
- 13F014 ROOFING COMPONENTS
- 13F015 WOOD CONSTRUCTION (components and accessories)
- 13F016 WOODEN STAIRCASES
- 13F017 INDUSTRIAL TRUSSES
- 13F018 WOOD FINISHINGS
- 13F019 LAMINATED TIMBER, LAMINATED TIMBER TESSERAEE
- 13F020 WOOD-FRAME HOUSES, CHALETs
- 13F021 INDOOR WOODWORK
- 13F022 OUTDOOR WOODWORK AND FASTENINGS
- 13F023 SPECIAL WOODWORK
- 13F024 FOAMS
- 13F025 PALLETS
- 13F027 FORMWORK PANELS, OSB, ETC.
- 13F033 WOODEN PARQUETS, FLOOR COVERINGS
- 13F035 CEILINGS, FALSE CEILINGS
- 13F037 COMPOSITE BEAMS AND SYSTEMS
- 13F038 WOOD PRESERVERS (insecticides, fungicides)
- 13F041 WALL COVERINGS
- 13F042 EXTERIOR COVERINGS
- 13F044 COMPRESSED WOOD

G- INDUSTRIAL AUTOMATION

- 13G001 AUTOMATION SYSTEMS
- 13G002 LASERS
- 13G003 SOFTWARE (CAD, CAPM, ETC.)
- 13G004 COMPUTER HARDWARE
- 13G005 ELECTRICAL AND/OR ELECTRONIC MEASUREMENTS
- 13G006 CONTROL AND TRANSMISSION INSTRUMENTS
- 13G007 PRECISION (instruments and devices)

H - SERVICES

- 13H001 PROFESSIONAL PRESS, PUBLISHING, PUBLICATIONS
- 13H002 SPECIALISED TRAINING, SCHOOLS
- 13H003 OFFICIAL BODIES
- 13H004 PROMOTION, ADVERTISING
- 13H005 UNIONS AND PROFESSIONAL ASSOCIATIONS
- 13H006 ENGINEERING
- 13H007 FINANCIAL BODIES

The equipment you exhibit does not have to be listed in one of the categories above.

PARTICIPATION TERMS OF PAYMENT

- I enclose a **deposit** of FF, by cheque or by bank transfer before **30.09.2000**.
- I undertake to pay **the balance by 15.01.2001 at the latest** by cheque or by bank transfer attached with the invoice. This transfer must be returned with eight days, duly accepted and without modification of the due date: 15/01/2001.
- **If I return the participation contract after 15.01.2001**, I must enclose a cheque for **the total amount owed inclusive of VAT**.

All payments must be made to the order of SepelCom:
Avenue Louis Blériot - BP 87 - 69683 CHASSIEU Cedex - France

Banker's cheque

Bank transfer to our international account:

Banque Populaire de Lyon - 2, place des Cordeliers - 69002 Lyon

N° 13907-00000-00200164885-41

BANK CODE BRANCH CODE ACCOUNT NUMBER KEY

SWIFT CCBP FRPLYO

I declare that I have read the show regulations and undertake to respect them (see page 6).

Signed in _____ on _____

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

Company stamp compulsory

RULES AND REGULATIONS OF THE EXHIBITION

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's name. In this case, Sepelcom will send an acknowledgement of receipt to the exhibitor.

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

It also implies acceptance of any new arrangements indicated to him by Sepelcom, even verbally, if required by circumstances or in the interests of the exhibition.

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 Eurexpo and the special regulations included in the "Exhibitor's Manual", as well as any public order and policing measures decreed by the authorities or by Sepelcom.

Any violation whatsoever of these regulations, of any other provision referred to above or of any other legal requirement by an exhibitor may lead to his immediate, temporary or permanent exclusion without any right to compensation, reimbursement of the sums paid, or any form of damages from Sepelcom. Sepelcom declines all responsibility for the consequences of failure to observe the present regulations and general regulations.

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

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

contract to Sepelcom.

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

CLAUSE 10 - PROHIBITED SAMPLES - Explosives, defonators 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, BP831178, 69212 Lyon Cedex 03 - Tél.: (+ 33) 4 72 33 04 67. Sepelcom may ask for proof of authorisation.

CLAUSE 13 - SIGNS, POSTERS - It is forbidden to place advertising signs or boards outside the stands at points other than those reserved for this purpose and which are indicated on the diagrams sent on request to exhibitors.

Boards or posters placed inside the stand and visible from outside it must bear Sepelcom's approval, which may be withheld if these boards or posters are detrimental to the order or quality of the exhibition or are not in keeping with its character or objective. The same regulation applies to the advertising boards provided for exhibitors within the exhibition walls. Any such boards, signs or posters put up in violation of this regulation will be removed by Sepelcom at the expense and risk of the exhibitor and without prior notice.

The exhibitor undertakes to respect the requirements of law no. 91-32 of 10 January 1991 regarding the campaign against smoking and alcohol abuse.

CLAUSE 14 - PHOTOGRAPHS - FILMS - SOUNDTRACKS - Photographs, video films and soundtracks made by professionals within the exhibition may be permitted, with the written approval of Sepelcom.

A proof or copy must be submitted to Sepelcom within two weeks of closure of the exhibition. This authorisation may be withdrawn at any time.

Sepelcom may forbid visitors from taking photographs or recording films, videos and soundtracks. Photographing certain objects on stands may be forbidden at the request of exhibitors. Sepelcom declines all responsibility in respect of any disputes or complaints arising from any photographs or films, even those which are authorised.

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 Eurexpo.

CLAUSE 21 - PARKING - Parking spaces are allocated through a special form included in the "Exhibitor's Manual". The permits must be prominently displayed on the vehicle windscreen. Parking is authorised in all the carparks from one hour before the exhibition opens until one hour after it closes. Outside the times specified above, it is forbidden to leave vehicles in the carparks. Vehicles are parked at the owners' risk, since the carparks are unguarded. Duplicate carpark permits will not be provided under any circumstances.

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

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

CLAUSE 24 - DEPARTURE FROM THE SITES - All exhibitors shall remove their samples and fittings after closure of the exhibition within two days.

Sepelcom expressly declines all responsibility for any items and equipment left behind beyond the above deadline. Sepelcom reserves the right to have the stand removed as a matter of course and at any time, at the expense and risk of the exhibitor, without prejudicing any damages that may be claimed in the event of an incident caused by said items and equipment.

CLAUSE 25 - CANCELLATION - FAILURE TO OCCUPY STAND - Any exhibitor cancelling his contract more than 60 days before the exhibition opens will be refunded any sums already paid, after deduction of administrative costs and Sepelcom's registration expenses, which will be retained as a lump sum compensation payment.

Any contract cancelled less than 60 days before the exhibition opens shall entitle Sepelcom to a cancellation indemnity equal to all amounts paid by the exhibitor.

Stands or sites not occupied 12 hours before the exhibition opens will be considered unoccupied and, by express agreement, Sepelcom shall be entitled to use them as it sees fit. Sepelcom shall retain all rental payments concerning these stands.

CLAUSE 26 - COMPULSORY INSURANCE - Exhibitors are obliged to take out "Fully Comprehensive Exhibition" insurance at their own expense with a Sepelcom-approved collective policy provider, in their own name, to cover them for fire, theft or other risks with respect to their samples and accessories (fittings, equipment, packaging), as well as third-party insurance.

In the event of an incident, Sepelcom agrees not to make any claim against the exhibitors and their employees (unless malicious intent is proved), and also exhibitors (and their insurers), simply by participating, and all exhibitors all claims against Sepelcom and the other exhibitors.

If malicious intent is proven, recourse shall only be pursued against the instigator of the incident.

Sepelcom declines all responsibility for any loss or damage incurred by items or equipment on exhibition for any reason whatsoever.

For the conditions, especially rates, guarantees, durations, exclusions, inventories, regulations and formalities, refer to the special insurance regulations included in the "Exhibitor's Manual".

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:

- producers and manufacturers,
- those who, although not directly producers or manufacturers, sell only to dealers items made under their brand, following their models or designs,
- trade unions, cooperatives or public bodies,
- importers or factory agents considered to be the necessary intermediaries between the producers or manufacturers and the customers, if being agreed that, to back up their reservation of exhibition space, they undertake to submit a "declaration" of brands or models signed by each of the firms whose products are exhibited. Special forms must be obtained from Sepelcom.

CLAUSE 30 - PAYMENT - Any application form returned without a deposit cannot be registered.

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

Orders for technical requirements cannot be delivered to an exhibitor who has not paid the full balance due. Payment shall be made as follows:

* A down payment must be enclosed with the stand reservation. This must be paid by cheque or bank transfer before 30/09/2000. A participation contract returned without a down payment cannot be registered.

* The balance is due on 15/01/2001 at the latest. The balance must be paid by cheque or bank draft enclosed with the invoice. A participation contract returned after this date must be paid by cheque or bank transfer and in full at the time of registration.

For foreign exhibitors, payment must be made by cheque or by bank transfer to our international account (Banque Populaire - 2, place des Cordeliers, 69002 Lyon: International Bank Account No. 1390-7000-0000-2001-6488-541 - SWIFT CCBP FRPLPYO - Key number 41).

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

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

Unless Sepelcom grants an extension, failure to pay a single instalment through any method will entitle Sepelcom to claim all of the outstanding amount and to apply as costs and damages an indemnity of 15% of the unpaid amount, as well as late-payment interest by application of law 92-1442 of 31 December 1992 at a rate of 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 1, rue P. Lebrun, 69330 Meyzieu. During the exhibition, the excise administration has the right to inspect stands.

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

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

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

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