

# Special Section of the Conditions of Participation



spoga horse (spring), 02. - 04.02.2019

## 1 Organiser, event, venue and dates, visitor admission

### 1.1 Title

The spoga horse spring is being organised by Koelnmesse GmbH, Messeplatz 1, 50679 Cologne, Germany.

The conceptual sponsor is

Bundesverband der Deutschen Sportartikel-Industrie e.V. – BSI

The event will be held at the Cologne Exhibition Centre from

Saturday, 2nd of February 2019 to Monday, 4th of February 2019.

### 1.2 Opening hours

For visitors

Saturday, 2 February 2019	10:00 a.m. - 06:00 p.m.
Sunday, 3 February 2019	10:00 a.m. - 06:00 p.m.
Monday, 4 February 2019	10:00 a.m. - 04:00 p.m.

For exhibitors:

Saturday, 2 February 2019	09:00 a.m. - 07:00 p.m.
Sunday, 3 February 2019	09:00 a.m. - 07:00 p.m.
Monday, 4 February 2019	10:00 a.m. - 05:00 p.m.

### 1.3 Build up and dismantling

#### Build up

Tuesday, 29 - Wednesday, 30 January 2019	07:00 a.m. - 10:00 p.m.
Thursday, 31 January 2019	07:00 a.m. - 11:59 p.m.
Friday, 01 February 2019	00:00 a.m. - 06:00 p.m.

Build up **must be completed not later than 6:00 p.m. on Friday, 1 February 2019. The aisles must be completely cleared by this time.**

Advanced build up is not possible.

#### Dismantling

Tuesday, 04 February 2019	04:00 p.m. - 11:59 p.m.
Wednesday, 05 February 2019	00:00 a.m. - 11:59 p.m.
Thursday, 06 February 2019	00:00 a.m. - 06:00 p.m.

Admission for dismantling personnel

Tuesday, 06 February 2019 from 04:00 p.m.

Driveway Truck

Tuesday, 06 February 2019 from 7:00 p.m.

The stand may not be partially or completely cleared, nor may exhibits be packed away, before the official start of dismantling. Koelnmesse has the right to impose a fine up to 5,000.00 Euro for each time that an exhibitor violates this regulation. The size of the fine will depend on the seriousness of the violation. Koelnmesse may in addition/as an alternative ban the exhibitor in question from participating in the following event. Dismantling of all stands and exhibits must be finished by 6:00 p.m. on Wednesday, 6 February 2019.

#### IMPORTANT:

**The dismantling may begin not earlier than 4:00 p.m. on Monday, 4 February 2019 and ends on Wednesday, 6 February 2019 at 6:00 p.m.**

### 1.4 Visitor admission

spoga horse is a trade fair. Only trade visitors are admitted.

## 2 Eligibility to participate

### 2.1 Exhibitors

Only manufacturers that are entered in the Commercial Register or in the Handicrafts Register are permitted to participate at spoga horse. Such producers must exhibit products that correspond to the focus of the event (see the list of products). You may only participate as an exhibitor if the exhibited products are manufactured or developed by your company itself or developed or produced on its behalf and exclusively marketed or, in the case

of services, exclusively provided by your company. You can exhibit for the companies you represent as a trade representative, sales company, association and importer insofar as the products exhibited are not offered by any other company at the trade fair and you possess the necessary rights to present the exhibits.

Koelnmesse also requires proof of nature of the manufacturer's business or of the activities as the manufacturer's sales company or importer be submitted in appropriate form on demand. Decisions on company admissions, eligible products and the location of exhibitor stands will be made by Koelnmesse. In the event of a rejection, you will receive a separate letter. All exhibited products and services must correspond to the focus of the event. See the accompanying list of products, form 1.30. The products must be new ex-works. Products and services that do not correspond to the list of products and used products may not be exhibited or offered.

### 2.2 Co-exhibitors

The participation of co-exhibitors and / or additionally represented companies at spoga horse is possible. A special application and an acceptance by the organiser are required for the use of the stand area by a co exhibitor, see Item V, General Section of the Conditions of Participation.

## 3 Participation fee and other costs

### 3.1 Participation fees (per m<sup>2</sup> floor area):

**Application until 28 September 2018\*:**

up to 250 m <sup>2</sup>	174.00 EUR for each m <sup>2</sup>
from the 251st m <sup>2</sup>	166.00 EUR for each additional m <sup>2</sup>
from the 501st m <sup>2</sup>	161.00 EUR for each additional m <sup>2</sup>

**Application from 29 September 2018\*:** 198.00 EUR for each m<sup>2</sup>

**\*date of receipt by Koelnmesse**

The participation fee for stand area does not include the cost for any constructions.

The participation costs do not include the provision of stand partition walls or other special construction elements. For two-story exhibition stands, the actual allocated area in the upper story following the technical inspection is calculated at 50% of the participation price per sqm of floor area. The participation costs are calculated according to the dimensions of the allocated stand area. Hall pillars and other fixed construction elements present in the rented stand area do not provide reasons for a reduction of participation costs.

### 3.2 AUMA fee

The Association of the German Trade Fair Industry (Ausstellungs- und Messeausschuss der Deutschen Wirtschaft e. V. – AUMA) charges you a fee of 0.60 Euro per m<sup>2</sup> of exhibition space for representing your interests. Koelnmesse will calculate and collect the fees in the name and on the account of AUMA.

More detailed information is available at [www.auma-messen.de](http://www.auma-messen.de).

### 3.3 Energy costs

Exhibitors will be charged a proportional flat-rate energy fee of 10.50 Euro per m<sup>2</sup> of occupied stand area.

### 3.4 Down payment for services

Koelnmesse shall be entitled to charge a reasonable down payment for the services used for the event in question – e.g. electrical and water connections, stand cleaning, etc. The down payment for services shall be assessed on the basis of the services charged for the previous event. The down payment for exhibitors who have not participated in the previous event shall total Euro 19,00 per m<sup>2</sup> – plus the costs for the obligatory marketing services (Marketing Package); see Item 7.2, Special Section of Conditions of Participation. Once the event has ended, a separate final invoice for services will be issued; the down payment will be applied towards this amount. The invoice shall fall due for payment immediately following receipt. If the amount of the down payment should exceed the fees actually incurred for services, the amount by which the down payment exceeds actual charges shall be refunded to the exhibitor. The exhibitor shall have no claim to payment of interest on the down payment.

## 2 Special Section of the Conditions of Participation

### 3.5 Co-exhibitor fee

Insofar as the inclusion of other companies is permitted at your stand (see Item V of the General Section of the Conditions of Participation and Item 2.2 of the Special Section of Conditions of Participation), a co-exhibitor fee of 370.00 Euro per company will be charged. The price of inclusion in the Marketing Package is not included in this fee, see Item 7.2, Special Section of Conditions of Participation. The co-exhibitor fee remains payable should the co-exhibitor not participate in the event.

### 3.6 Marketing services

Use of the marketing services shall be obligatory and is subject to a charge (see Item 7.1 and Item 7.2 Special Section of the Conditions of Participation).

### 3.7 VAT

All prices given are net prices. The statutory VAT will be charged separately where applicable.

#### 3.7.1 VAT identification number

As a rule, Koelnmesse provides exhibitors (proprietors) with a uniform service – a so-called event service – in accordance with Art. 3a.4., Par. (2) of the German ordinance on the application of the VAT (UStAE). The place of performance for such services is the recipient's headquarters. Koelnmesse will therefore invoice foreign exhibitors (proprietors) according to the reverse charge accounting mechanism without charging any German VAT. Exhibitors from the European Union need to enter their valid VAT identification number in the application form in order to be considered entrepreneurs. Exhibitors must immediately notify Koelnmesse of any changes to their VAT identification numbers.

#### 3.7.2 Reimbursement of VAT

If, in exceptional cases, services are not provided as uniform offerings in the sense described above and statutory VAT is charged, foreign exhibitors (proprietors) may receive a refund of the invoiced VAT provided they fulfil the legal requirements. Further details are available on the Internet at: [www.bzst.bund.de](http://www.bzst.bund.de).

### 3.8 Costs in the event of non-participation

If you withdraw your application to participate before you receive the acceptance/stand area confirmation, you will have to pay a fee of 600,00 Euro.

You cannot normally withdraw from the contract after you have received the admission / stand area confirmation. The regulations contained in Item II of the General Section of the Conditions of Participation apply. In the event of non-participation, companies that have registered for a trade fair must pay compensation. Provided the reserved stand area can be rented to a third party, this compensation amounts to 25% of the participation costs.

#### 3.8.1 Stand construction by Koelnmesse - Complete stands

If you have ordered a complete stand - comprising the stand area and the stand construction - from Koelnmesse, you may cancel the stand construction order only if you do so no later than six weeks before the build up period officially begins. The date on which Koelnmesse receives the exhibitor's declaration is the criterion for determining if the deadline has been met. For cancellations received after the deadline, Koelnmesse is entitled to charge a flat-rate fee for the costs incurred. These costs amount to 30% of the agreed fee in the event of a cancellation within 4 - 6 weeks prior to the start of build up, 50% of the agreed fee in the event of a cancellation within 2 - 4 weeks prior to the start of construction, and 100% of the agreed fee in the event of a cancellation at a later time or during the build up of the stand. The agreed fee has to be paid in full for individually crafted or purchased components and graphics.

#### 3.8.2 Stand construction by Koelnmesse – Individual stands and turnkey system stands

In a case where the stand construction has been ordered independently of the application of a stand area, the provisions of Koelnmesse Group's General Terms and Conditions for services and Koelnmesse Group's Special Terms and Conditions for stand construction services apply. You can download Koelnmesse Group's General Terms and Conditions for services from the event's website or from [www.koelnmesse-service-portal.com](http://www.koelnmesse-service-portal.com).

3.8.3 You shall be entitled to prove that no damages were incurred or that the costs were significantly less extensive than the amount charged.

## 4 Stand sizes and build up

### 4.1 Stand size

The minimum stand size is 12 m<sup>2</sup>. Please note that hall pillars and other fixed construction elements may be present in the rented stand area. Minor deviations from the requested stand size do not entitle an objection to be made under Item II of the General Section of the Conditions of Participation. Trade fair partition walls for separating the stand area are not automatically provided. If needed as stand construction elements, however, they can be ordered for a fee using Form S.10. The participation fee does not include build up. Koelnmesse will erect partition walls only if this is necessary for safety reasons due to the installation of water pipes or electrical systems.

### 4.2 Responsibility

The build up, design and operation of the stand must adhere to all regulations valid in Germany (including the regulations of the Sonderbauverordnung, the Arbeitsschutzgesetz (industrial safety law), the industrial safety regulations, the DIN and EN standards, the VDE regulations, and the accident prevention regulations of the professional associations in the currently valid versions). All these provisions apply to both the company's own as well as to independent stand designers, decorators, and signwriters and to all persons, in as far as they perform activities as commissioned by the exhibitor or on the exhibitor's behalf in connection with the build up, dismantling, design and operation of the stand. The exhibitor is responsible for ensuring that all regulations are complied with. The exhibitor must supervise build up personnel and other persons working on their behalf to ensure that they adhere to the regulations. The stipulations of the General Section of the Conditions of Participation and the Technical Guidelines are not affected.

### 4.3 Maximum stand height

The maximum permissible stand height is set at 3 m, insofar as this is permitted by the hall ceiling and any fixed structures that may be present. As long as the technical guidelines are observed when designing and erecting stands, there is no need to submit for approval drawings for onestorey stands that do not exceed the permitted height. All other stands and designs must be approved, particularly if the stand features special structures or meeting areas, or static calculations are required. Plans must be submitted in duplicate for approval by Koelnmesse in good time before the work is carried out, and at least 6 weeks before the event commences. These documents, which can be scrutinized, consist of ground plans, views and design cross sections with all measurements.

### 4.4 Notice of approval

Build up may not commence until the exhibitor has received a copy bearing Koelnmesse's notice of approval. This notice of approval does not release the exhibitor from the observance of the relevant provisions. It only states that Koelnmesse has no objections in the context of stand design/arrangement. If requested to do so by Koelnmesse, the exhibitor is obliged to submit any additionally required information relating to the stand immediately. There is no obligation on the part of Koelnmesse to ensure the observance of other provisions. Nevertheless, if an infringement of the relevant provisions is found to have been committed, Koelnmesse can, for this reason, also refuse to issue the notice of approval. You have been informed of the fact that in exceptional cases – at your request and on your account – the stand construction documents must be submitted to the responsible authorities for scrutiny. Irrespective of official approvals of the stand, any objections made by Koelnmesse concerning the stand must be responded to immediately. In case of imminent danger, Koelnmesse is entitled to determine at its absolute discretion the measures necessary and have them implemented at the exhibitor's expense.

#### 4.5 Form of stand

The following terms are used for the stand forms:

Terrace stand:	one side open
Corner stand:	two sides open
Two-corner stand:	three sides open
Island stand:	four sides open.

Deviations from the requested stand shape do not entitle an objection to be made under Item II, General Section of the Conditions of Participation.

#### 4.6 Build up and design of the stands

The stand must be build up to comply with the form of the stand confirmed. The arrangement of the stand is left to the exhibitor but should be appropriate for the event in question. The exhibitor has to obtain information on the load capacity of the hall floor and the hall headroom. Only the on-site measurements apply to stand space. Banners and company signs are not permitted to encroach into the aisles. Koelnmesse also offers a completely outfitted turnkey stand system. Orders can be placed at [www.koelnmesse-service-portal.de](http://www.koelnmesse-service-portal.de) (KSP).

## 5 Exhibitor and work passes

### 5.1 Exhibitor passes

Each exhibitor receives free of charge and valid for the period from the first day on which build up work begins to the final day of dismantling:

- 3 exhibitor passes for a stand up to 20 m<sup>2</sup>
- each additional 10 m<sup>2</sup> up to 100 m<sup>2</sup>: 1 further exhibitor pass
- each additional 20 m<sup>2</sup> over 100 m<sup>2</sup>: 1 further exhibitor pass
- Upper limit : max. 150 exhibitor passes

The exhibitor passes are sent together with the invoice for the participation costs. If more exhibitor passes are needed for stand personnel, they can be ordered from the Koelnmesse Exhibitor Service for a fee (Order Form Z.01).

### 5.2 Work passes

You will also receive free work passes that allow people commissioned by you or who work on your behalf to access to the fair grounds in order to build up and dismantle your stand:

- 4 work passes for a stand of up to 20 m<sup>2</sup>
- each additional 10 m<sup>2</sup> up to 100 m<sup>2</sup>: 1 further work pass
- each additional 20 m<sup>2</sup> over 100 m<sup>2</sup>: 1 further work pass
- Upper limit : max. 150 work passes

These passes are only valid up to the start and after the end of the event. They do not entitle the holders to enter the grounds during the event. Work passes will also be sent together with the invoice for your participation costs. If more passes are needed, they can be requested from the Koelnmesse Exhibitor Service Center.

### 5.3 Exchange and return of passes

All passes are for specific individuals and are non-transferable. If stand personnel changes during the event, you can exchange a used exhibitor pass (i.e. one bearing a name) one time and free of charge for a new pass. The passes are issued by the Exhibitor Services Centre. Exhibitor and work passes that were paid for but not used, can be returned to Koelnmesse until the last day of the trade fair to be refunded. Transferring a pass to a third party – whether sold or given – is not permitted and represents a severe violation of the Conditions of Participation, in accordance with Item VI, General Section of the Conditions of Participation.

## 6 Rules on selling

In view of the nature of the event, direct sales of exhibits or samples from the booths are not permitted. Furthermore, exhibits may not carry a price tag. This regulation does not apply to printed matter such as trade publications and specialist journals. Koelnmesse has the right to carry out checks and, in the event of violations of these conditions, to take suitable measures. Koelnmesse also has the right to immediately close the stands of any exhibitors who commit such violations. Claims on the part of the exhibitor for damages or refunds are excluded in the event of such measures.

## 7 Marketing Services (Marketing Package)

### 7.1 Scope of obligatory marketing services

Koelnmesse issues official trade fair media to accompany hosted events.

**The components of these media for main exhibitors, group organiser and group participants are as follows:**

- Entry in the alphabetical list of exhibitors in all available fair media
- Ten productgroup entries in the fair catalogue
- Unlimited number of product groups in the app and the online exhibitor search
- Set-up and provision of an online press compartment incl. a company profile, a company logo, five press releases, ten pictures and five documents
- Presentation of one Product Highlight in the app and the online exhibitor search incl. product photo and product description
- Inclusion and activation for Matchmaking365
- Activation for the Schedule Organiser Online
- Provision of unlimited number of admission ticket vouchers requiring registration

**The components of these media for co-exhibitors and other represented companies are as follows:**

- Entry in the alphabetical list of exhibitors in all available fair media
- Ten product group entries in the fair catalogue
- Unlimited number of product groups in the app and the online exhibitor search

### 7.2 Costs for the obligatory marketing services (Marketing Package)

Use of the marketing services listed under Item 7.1 Special Section of the Conditions of Participation is mandatory for all participating companies, co-exhibitors and other represented companies and costs:

Euro 890.00 per main exhibitor, group organiser and group participant.  
Euro 250.00 per co-exhibitor and other represented company.

Our official contractual partners will provide you with all order information and documents for the marketing services offered. Please note that your company's participation requires Koelnmesse's approval. Therefore, this approval is also a prerequisite for any offers or order confirmations.

If an exhibitor still has not submitted an order to the official contractual partners by the editorial and advertising deadline, the exhibitor's particulars shall be added to the official fair media, subject to charge, on the basis of the information provided on the respective Registration Form 1.10, 1.20, 1.21 or 1.12, 1.13. Where possible, registrations and orders received later will also be included in the official fair media. If Koelnmesse receives orders and registrations later than the editorial and advertising deadline, Koelnmesse shall accept no guarantee for provision of any marketing services. In such cases, there shall be no claims recognised, regardless of their nature, but particularly claims for reductions in cost for inclusion in the official media, or claims for damages.

### 7.3 Responsibility/release of Koelnmesse from liability

Official fair media are published by Koelnmesse GmbH, Messeplatz 1, 50679 Cologne, Germany, which is entitled to commission another company with concrete execution and with advertisements.

The advertiser shall be responsible for the content of advertisements and entries, and for any damages resulting therefrom. Koelnmesse does not accept responsibility for printing errors, incorrect placement, errors and omissions or faulty printing.

## **8 Commercial property rights**

Koelnmesse does not want any exhibitors who in the process of producing, disseminating, selling, owning or advertising their products violate laws regarding the protection of intellectual property or commercial property rights in the broadest sense. If a final court decision has determined res judicata that an exhibitor in connection with one of Koelnmesse's events has violated laws of the kind mentioned in paragraph 1, Koelnmesse is entitled to bar that exhibitor from the next event of this kind after the res judicata court decision if there is sufficient suspicion that the exhibitor will again and repeatedly violate laws for the protection of intellectual property or commercial property rights. You will find more detailed information in the No Copy! brochure.

## **9 Non-permissible advertising/violations of the Conditions of Participation**

In order to ensure that the overall character of the event is safeguarded and the exhibitors and visitors are protected from irritating or illegal activities, in particular the following advertising measures are forbidden:

- Exceeding the binding specified booth height
- Advertising activities outside the rented stand area without the prior written permission of Koelnmesse
- Advertising of an ideological or political nature

The exhibitor bears responsibility for the legality of competitions, raffles etc. In the event of severe violations of the Conditions of Participation, Koelnmesse may immediately close your stand and clear it without resorting to legal assistance. Claims of all kinds – especially claims for damages – are excluded in this case.

## **10 "Infoscout" – Information service for visitors**

The information about your company that you submitted on Forms 1.10 to 1.30 will be made available at the information stands in the halls for interested visitors during the event. Furthermore, using Koelnmesse's electronic information system Infoscout you can publish vacancies for trade representatives. You can use Form Z.03 to specify this offer according to products, countries or regions. Exhibitors and visitors can use Infoscout free of charge.

## **11 Requirement for a written document**

All explanations must be specified in writing.

## **12 Severability clause**

Should individual or several provisions of these conditions be or become invalid in whole or in part, the validity of the remaining provisions and of the contract shall not be affected. The parties will conduct negotiations in good faith to replace the invalid provisions with valid provisions that come as close as possible to fulfilling the business purpose of the invalid provisions. Should the invalidity of a provision have arisen from a specific figure given therein with regard to performance or time (deadline or date), the nearest legally permissible figure shall replace the invalid one in the provision.

## **13 General Section of the Conditions of Participation, Technical Guidelines**

The stipulations of the General Section of the Conditions of Participation and the Technical Guidelines are not affected.