

# USA Pavilion at bauma China 2018

**bauma CHINA**  
NOVEMBER 27-30, 2018 SHANGHAI

## APPLICATION FORM

Trade Show Services GACC New York, Inc.  
Munich Trade Fairs  
80 Pine Street, 24th Floor  
New York, NY 10005  
USA

Your contact: Karen Vogelsang  
Email: [kvogelsang@munich-tradefairs.com](mailto:kvogelsang@munich-tradefairs.com)  
Phone: 646-437-1013  
Fax: 212-262-6519  
**Application deadline March 30, 2018!**

We hereby register to participate in the USA Pavilion at bauma China 2018. We acknowledge and accept the General and Special terms of participation of bauma China.

Services included in the price of a booth within the USA Pavilion:



- Standard company sign (up to 15 letters)
- Furniture (1 information counter, 1 table, 4 chairs, 1 waste basket, 1 coat rack)
- 1 electrical outlet including 3KW
- Overhead Lighting (1 spotlight per 3 sqm)
- Booths include walls, carpeting and US Banner construction
- On-Site support by U.S. Representative of bauma China
- Access to USA Pavilion Lounge (beverages/snacks)
- Shared hostess and translator
- Daily stand cleaning
- Additional Marketing and Advertisement
- Free exhibitor passes (according to booth size)

Company name

Street

City, State, Zip

Phone

Fax

Email

Website

Owner, Managing director or person duly authorized to sign

Trade show contact

Job title

Phone

Fax

Email

Product groups, categories:

The payment will be made via:

- Check (please make checks payable to Trade Show Services GACC New York, Inc. and send them to our office in New York - see address above)
- Credit card (Please fill in the form. We accept Visa, Master Card and American Express. Please note that \$1,500 will be charged to your card upon receipt of application and the remaining amount is due August 1, 2018)

Card Establishment

Card Member Name

Card Account Number

Security Code

Expiration Date

Authorized Signature

Invoice address (if not same as exhibitor)

Company name

Street

City, State, Zip

Country

We hereby apply for the following type of booth within the USA Pavilion:

- Row stand (one side open)
- Corner stand (two sides open) - limited availability, \$350 surcharge

We hereby apply for the following square meter within the USA Pavilion, as per Conditions of Participation:

- 12 square meters of exhibit space at \$10,680 (row) or \$11,030 (corner)
- 15 square meters of exhibit space at \$13,350 (row) or \$13,700 (corner)
- 18 square meters of exhibit space at \$16,020 (row) or \$16,370 (corner)

**Total amount to be charged: \$ \_\_\_\_\_**

With this registration, the "General and special terms of participation" from bauma China 2018 have been acknowledged as legally binding (these can be viewed at [www.bauma-china.com](http://www.bauma-china.com)).

City, Date

Legally binding signature

# Index of Products and Services

(Attachment to bauma CHINA 2018 application form)

COMPANY NAME \_\_\_\_\_

Kindly mark the main product index under which most of your products can be allocated:

MAIN PRODUCT INDEX NR: \_\_\_\_\_

- |                          |  |                          |   |   |
|--------------------------|--|--------------------------|---|---|
| <input type="checkbox"/> | <b>1. All Around Construction Sites</b>                                      | <input type="checkbox"/> | 1.8.6   | Software systems for formwork planning                            |
| <input type="checkbox"/> | <b>1.1 Construction vehicles</b>   | <input type="checkbox"/> | 1.8.7   | Formwork accessories  |
| <input type="checkbox"/> | 1.1.1 Dumper trucks  | <input type="checkbox"/> | 1.8.8   | Scaffolding   |
| <input type="checkbox"/> | 1.1.2 Tractors   | <input type="checkbox"/> | <b>1.9 Site installations</b>   |   |
| <input type="checkbox"/> | 1.1.3 Semitrailer trucks   | <input type="checkbox"/> | 1.9.1   | Portakabins   |
| <input type="checkbox"/> | 1.1.4 Truck chassis  | <input type="checkbox"/> | 1.9.2   | Motor caravans, job site and office caravans                      |
| <input type="checkbox"/> | 1.1.5 Road sweepers  | <input type="checkbox"/> | 1.9.3   | Mobile toilet units   |
| <input type="checkbox"/> | 1.1.6 Body assemblies and trailers   | <input type="checkbox"/> | 1.9.4   | Hangars, mobile and stationary                                    |
| <input type="checkbox"/> | <b>1.2 Earth-moving machines</b>   | <input type="checkbox"/> | 1.9.5   | Contractors' air heaters  |
| <input type="checkbox"/> | 1.2.1 Machines for tunnel construction / Tunneling machines                  | <input type="checkbox"/> | 1.9.6   | Power distributors  |
| <input type="checkbox"/> | 1.2.2 Excavators   | <input type="checkbox"/> | 1.9.7   | Signal and locking systems for construction sites                 |
| <input type="checkbox"/> | 1.2.3 Back-hoe loaders   | <input type="checkbox"/> | 1.9.8   | Safety nets and belts   |
| <input type="checkbox"/> | 1.2.4 Loaders  | <input type="checkbox"/> | 1.9.9   | Concrete removing and rust-protection agents                      |
| <input type="checkbox"/> | 1.2.5 Scrapers   | <input type="checkbox"/> | 1.9.10  | Concrete and mortar buckets                                       |
| <input type="checkbox"/> | 1.2.6 Bulldozers and graders   | <input type="checkbox"/> | 1.9.11  | Loading rails   |
| <input type="checkbox"/> | 1.2.7 Drilling equipment and systems   | <input type="checkbox"/> | 1.9.12  | Construction site lighting  |
| <input type="checkbox"/> | 1.2.8 Pile drivers and pulling tools   | <input type="checkbox"/> | 1.9.13  | Construction site fences  |
| <input type="checkbox"/> | <b>1.3 Road Construction and Maintenance Equipment</b>                       | <input type="checkbox"/> | 1.9.14  | Mobile gas stations   |
| <input type="checkbox"/> | 1.3.1 Rollers  | <input type="checkbox"/> | 1.9.15  | Construction waste chutes   |
| <input type="checkbox"/> | 1.3.2 Plate vibrators  | <input type="checkbox"/> | <b>2. Mining, Extraction and Processing of Raw Materials</b>  |   |
| <input type="checkbox"/> | 1.3.3 Tampers  | <input type="checkbox"/> | <b>2.1 Machines for extraction of raw materials and for mining</b>                                      |   |
| <input type="checkbox"/> | 1.3.4 Soil stabilizers   | <input type="checkbox"/> | 2.1.1   | Shaft sinking   |
| <input type="checkbox"/> | 1.3.5 Special machines for road construction, maintenance and repair         | <input type="checkbox"/> | 2.1.2   | Exploration drilling  |
| <input type="checkbox"/> | 1.3.6 Slurry sealing machine/Micro-surface paver                             | <input type="checkbox"/> | 2.1.3   | Heading (also for tunneling)                                      |
| <input type="checkbox"/> | 1.3.7 Wall trenching cutters   | <input type="checkbox"/> | 2.1.4   | Shaft support   |
| <input type="checkbox"/> | 1.3.8 Paving stone placing machines  | <input type="checkbox"/> | 2.1.5   | Roof for roadways supports  |
| <input type="checkbox"/> | <b>1.4 Pipe &amp; Cable Laying Equipment &amp; Tools</b>                     | <input type="checkbox"/> | 2.1.6   | Facilities for lowering groundwater                               |
| <input type="checkbox"/> | 1.4.1 Cable laying machines  | <input type="checkbox"/> | 2.1.7   | Pumps   |
| <input type="checkbox"/> | 1.4.2 Pipeline and cable detectors   | <input type="checkbox"/> | 2.1.8   | Scrapers for gravel extraction                                    |
| <input type="checkbox"/> | 1.4.3 Cable sanitation and renovation  | <input type="checkbox"/> | 2.1.9   | Longwall mining   |
| <input type="checkbox"/> | <b>1.5 Lifting appliances and conveyors</b>                                  | <input type="checkbox"/> | 2.1.10  | Room and pillar and vein mining (also tunneling)                  |
| <input type="checkbox"/> | 1.5.1 Cranes   | <input type="checkbox"/> | 2.1.11  | Ventilation and air-conditioning                                  |
| <input type="checkbox"/> | 1.5.2 Site Hoists  | <input type="checkbox"/> | 2.1.12  | Stowing   |
| <input type="checkbox"/> | 1.5.3 Transport platforms  | <input type="checkbox"/> | 2.1.13  | Dewatering  |
| <input type="checkbox"/> | 1.5.4 Working platforms  | <input type="checkbox"/> | 2.1.14  | Open cast mining, extraction                                      |
| <input type="checkbox"/> | 1.5.5 Mast climbing platforms  | <input type="checkbox"/> | 2.1.15  | Marine mining   |
| <input type="checkbox"/> | 1.5.6 Hoists and winches   | <input type="checkbox"/> | 2.1.16  | Blasting equipment  |
| <input type="checkbox"/> | 1.5.7 Bottle hoists, electrical lifts  | <input type="checkbox"/> | 2.1.17  | Surveying/measuring technology for mining                         |
| <input type="checkbox"/> | 1.5.8 Vacuum lift systems  | <input type="checkbox"/> | <b>2.2 Handling of raw materials</b>  |   |
| <input type="checkbox"/> | 1.5.9 Forklifts  | <input type="checkbox"/> | 2.2.1   | Continuous conveying  |
| <input type="checkbox"/> | 1.5.10 Lift trucks   | <input type="checkbox"/> | 2.2.2   | Bin equipment   |
| <input type="checkbox"/> | 1.5.11 Lifting technology, others  | <input type="checkbox"/> | 2.2.3   | Stockyard systems   |
| <input type="checkbox"/> | <b>1.6 Construction equipment, tools and special systems</b>                 | <input type="checkbox"/> | <b>2.3 Mineral processing (incl. coke oven equipment)</b>   |   |
| <input type="checkbox"/> | 1.6.1 Stone Processing Equipment   | <input type="checkbox"/> | 2.3.1   | Complete processing plant   |
| <input type="checkbox"/> | 1.6.2 Equipment and tools for reinforcing steel processing                   | <input type="checkbox"/> | 2.3.2   | Crushers  |
| <input type="checkbox"/> | 1.6.3 Ground water lowering systems, construction pumps                      | <input type="checkbox"/> | 2.3.3   | Mills   |
| <input type="checkbox"/> | 1.6.4 Compressed air tools   | <input type="checkbox"/> | 2.3.4   | Screening machines  |
| <input type="checkbox"/> | 1.6.5 Hydraulic tools  | <input type="checkbox"/> | 2.3.5   | Sorting equipment   |
| <input type="checkbox"/> | 1.6.6 Electrical tools   | <input type="checkbox"/> | 2.3.6   | Dewatering units  |
| <input type="checkbox"/> | 1.6.7 Petrol-driven drills   | <input type="checkbox"/> | 2.3.7   | Briquetting plants  |
| <input type="checkbox"/> | 1.6.8 Joint cutters  | <input type="checkbox"/> | 2.3.8   | Palletising machines  |
| <input type="checkbox"/> | 1.6.9 Laser cutting systems  | <input type="checkbox"/> | 2.3.9   | Granulation machines  |
| <input type="checkbox"/> | 1.6.10 High-pressure and steam cleaners                                      | <input type="checkbox"/> | 2.3.10  | Bins  |
| <input type="checkbox"/> | 1.6.11 Sand and shot blasting cleaners                                       | <input type="checkbox"/> | 2.3.11  | Dryers for sand and gravel  |
| <input type="checkbox"/> | 1.6.12 Surveyor's equipment  | <input type="checkbox"/> | 2.3.12  | Dedusting units   |
| <input type="checkbox"/> | 1.6.13 Bolt cutters  | <input type="checkbox"/> | 2.3.13  | Water treatment systems   |
| <input type="checkbox"/> | 1.6.14 Welding sets and accessories  | <input type="checkbox"/> | <b>3. Production of Building Materials</b>  |   |
| <input type="checkbox"/> | 1.6.15 Compressors   | <input type="checkbox"/> | <b>3.1 Manufacture of cement, lime and gypsum compounds for building materials</b>                      |   |
| <input type="checkbox"/> | 1.6.16 Canal sheeting equipment  | <input type="checkbox"/> | 3.1.1   | Machinery and plant for the cement industry                       |
| <input type="checkbox"/> | 1.6.17 Canal maintenance equipment   | <input type="checkbox"/> | 3.1.2   | Machinery and plant for the gypsum industry                       |
| <input type="checkbox"/> | 1.6.18 Wheelbarrows and construction ladders                                 | <input type="checkbox"/> | 3.1.3   | Machinery and plant for the lime industry                         |
| <input type="checkbox"/> | 1.6.19 Garbage compactors  | <input type="checkbox"/> | 3.1.4   | Ovens, cookers, autoclaves  |
| <input type="checkbox"/> | <b>1.7 Handling and processing concrete and mortar at construction sites</b> | <input type="checkbox"/> | 3.1.5   | Pulverizing calcination plants                                    |
| <input type="checkbox"/> | 1.7.1 Concrete pumps   | <input type="checkbox"/> | 3.1.6   | Coolers   |
| <input type="checkbox"/> | 1.7.2 Distributer booms for concrete pumps                                   | <input type="checkbox"/> | 3.1.7   | Mixing plants / mixers  |
| <input type="checkbox"/> | 1.7.3 Truck mixers   | <input type="checkbox"/> | 3.1.8   | Machines and systems for producing gypsum and gypsum plasterboard |
| <input type="checkbox"/> | 1.7.4 Pneumatic conveyors  | <input type="checkbox"/> | <b>3.2 Machines and systems for producing concrete, concrete products and pre-fabricated components</b> |   |
| <input type="checkbox"/> | 1.7.5 Mortar pumps   | <input type="checkbox"/> | 3.2.1   | Machines and plants for producing fresh concrete                  |
| <input type="checkbox"/> | 1.7.6 Concrete guns  | <input type="checkbox"/> | 3.2.2   | Machines and plants for producing concrete blocks and plates      |
| <input type="checkbox"/> | 1.7.7 Concrete injectors   | <input type="checkbox"/> | 3.2.3   | Plant engineering for piping and shaft construction               |
| <input type="checkbox"/> | 1.7.8 Waste concrete recycling, residual concrete washing systems            | <input type="checkbox"/> | 3.2.4   | Plant engineering for producing pre-fabricated concrete parts     |
| <input type="checkbox"/> | 1.7.9 Rendering machines   | <input type="checkbox"/> | 3.2.5   | Plant engineering for lightweight building blocks                 |
| <input type="checkbox"/> | 1.7.10 Concrete compaction   | <input type="checkbox"/> | <b>3.3 Machines and plants for working reinforced concrete</b>  |   |
| <input type="checkbox"/> | 1.7.11 Telescopic conveyor belts (self propelling)                           | <input type="checkbox"/> | 3.3.1   | <b>Machines and plants for producing asphalt</b>                  |
| <input type="checkbox"/> | 1.7.12 Aggregates for the concrete and mortar processing                     | <input type="checkbox"/> | 3.3.2   | Turnkey mixing systems  |
| <input type="checkbox"/> | 1.7.13 Concrete vibrator   | <input type="checkbox"/> | 3.3.3   | Mixing plants / mixers  |
| <input type="checkbox"/> | <b>1.8 Formwork and scaffoldings</b>   | <input type="checkbox"/> | 3.3.4   | Cookers   |
| <input type="checkbox"/> | 1.8.1 Formwork systems for civil engineering                                 | <input type="checkbox"/> |   | Systems for the bitumen production                                |
| <input type="checkbox"/> | 1.8.2 Formwork systems for bridge building                                   |                          |   |   |
| <input type="checkbox"/> | 1.8.3 Formwork systems for tunnel construction                               |                          |   |   |
| <input type="checkbox"/> | 1.8.4 Formwork plates  |                          |   |   |
| <input type="checkbox"/> | 1.8.5 Formwork cleaning, repair and regeneration                             |                          |   |   |

# Index of Products and Services

(Attachment to bauma CHINA 2018 application form)

COMPANY NAME \_\_\_\_\_

Kindly mark the main product index under which most of your products can be allocated:

MAIN PRODUCT INDEX NR: \_\_\_\_\_

- |                                   |   |                                 |   |
|-----------------------------------|---|---------------------------------|---|
| <input type="checkbox"/> 3.4      | <b>Machines and plants for producing pre-mixed dry mortar, plaster, screed and building supply store products</b>             | <input type="checkbox"/> 4.2.8  | Tubes and hoses for concrete pumps, mortar pumps and pneumatic conveyors                                |
| <input type="checkbox"/> 3.4.1    | Turnkey systems   | <input type="checkbox"/> 4.2.9  | Ropes, reels, chains, etc.  |
| <input type="checkbox"/> 3.4.2    | Mixing plants / mixers  | <input type="checkbox"/> 4.2.10 | Linings for crushers, mills, etc.   |
| <input type="checkbox"/> 3.5      | <b>Machines and plants for producing lime sandstone and building products using power plant residue (fly ash, slag, etc.)</b> | <input type="checkbox"/> 4.2.11 | Screen decks  |
| <input type="checkbox"/> 3.5.1    | Turnkey systems   | <input type="checkbox"/> 4.2.12 | Vulcanization equipment and materials   |
| <input type="checkbox"/> 3.5.2    | Mixing plants / mixers  | <input type="checkbox"/> 4.2.13 | Brushes, technical  |
| <input type="checkbox"/> 3.5.3    | Lime sandstone presses  | <input type="checkbox"/> 4.2.14 | Drivers' cabs   |
| <input type="checkbox"/> 3.5.4    | Autoclaves  | <input type="checkbox"/> 4.2.15 | Driver seats  |
| <input type="checkbox"/> 3.6      | <b>Building material handling and packaging (in a plant)</b>  | <input type="checkbox"/> 4.2.16 | Heaters, coolers, etc.  |
| <input type="checkbox"/> 3.6.1    | Mechanical conveyor systems (conveying worms, band conveyors, conveyor belts, vibration machines)                             | <input type="checkbox"/> 4.2.17 | Special tires   |
| <input type="checkbox"/> 3.6.2    | Pneumatic conveyor systems  | <input type="checkbox"/> 4.2.18 | Anti-skid tire chains   |
| <input type="checkbox"/> 3.6.3    | Transport and storage systems   | <input type="checkbox"/> 4.2.19 | Brake and clutch linings  |
| <input type="checkbox"/> 3.6.4    | Metering and weighing equipment   | <input type="checkbox"/> 4.2.20 | Filters for engines   |
| <input type="checkbox"/> 3.6.5    | Packaging systems and accessories   | <input type="checkbox"/> 4.2.21 | Gaskets & Seals   |
| <input type="checkbox"/> 3.6.6    | Control and process control engineering   | <input type="checkbox"/> 4.2.22 | Central lubrication systems, lubricants   |
| <input type="checkbox"/> 4.       | <b>Component and Service Suppliers</b>  | <input type="checkbox"/> 4.2.23 | Noise-protection systems  |
| <input type="checkbox"/> 4.1      | <b>Transmission engineering, fluid technology and power generation units</b>  | <input type="checkbox"/> 4.2.24 | Coolers   |
| <input type="checkbox"/> 4.1.1    | Motors and engines  | <input type="checkbox"/> 4.2.25 | Protective ventilation and air-conditioning systems   |
| <input type="checkbox"/> 4.1.2    | Gearwheels  | <input type="checkbox"/> 4.2.26 | Remote radio controls   |
| <input type="checkbox"/> 4.1.3    | Gear units  | <input type="checkbox"/> 4.2.27 | Fire extinguisher systems   |
| <input type="checkbox"/> 4.1.4    | Axles   | <input type="checkbox"/> 4.2.28 | Explosion protection equipments   |
| <input type="checkbox"/> 4.1.5    | Bearings  | <input type="checkbox"/> 4.2.29 | Engine exhaust gas purifiers  |
| <input type="checkbox"/> 4.1.6    | Universal driving shafts  | <input type="checkbox"/> 4.2.30 | Equipment and accessories, other  |
| <input type="checkbox"/> 4.1.7    | Steering mechanisms   | <input type="checkbox"/> 4.3    | <b>Services</b>   |
| <input type="checkbox"/> 4.1.8    | Coupling  | <input type="checkbox"/> 4.3.1  | Trade publishers, trade literature, films and photographic documentation                                |
| <input type="checkbox"/> 4.1.9    | Brakes  | <input type="checkbox"/> 4.3.2  | Professional associations / organizations   |
| <input type="checkbox"/> 4.1.10   | Hydraulic drive, control and process control engineering  | <input type="checkbox"/> 4.3.3  | Equipment rental companies  |
| <input type="checkbox"/> 4.1.11   | Pneumatic drive, control and process control engineering  | <input type="checkbox"/> 4.3.4  | Financing / leasing / insurance companies   |
| <input type="checkbox"/> 4.1.12   | Power generation units, stationary  | <input type="checkbox"/> 4.3.5  | EDP hardware and software for fleet management  |
| <input type="checkbox"/> 4.1.13   | Power generation units, mobile  | <input type="checkbox"/> 4.3.6  | Consulting / engineering  |
| <input type="checkbox"/> 4.1.14   | Frequency and current transformers  | <input type="checkbox"/> 4.3.7  | Research and advice   |
| <input type="checkbox"/> 4.1.15   | Batteries   | <input type="checkbox"/> 4.3.8  | Public agencies, business and professional associations, other organizations                            |
| <input type="checkbox"/> 4.1.16   | Electricity equipment for vehicles  | <input type="checkbox"/> 4.4    | <b>Test, measurement and process control engineering</b>  |
| <input type="checkbox"/> 4.1.17   | Other power distribution elements and lighting  | <input type="checkbox"/> 4.4.1  | Measuring, steering, controlling (software, sensor technology, recording, documentation and evaluation) |
| <input type="checkbox"/> 4.1.18   | Equipment and accessories   | <input type="checkbox"/> 4.4.2  | Testing facilities  |
| <input type="checkbox"/> 4.1.19   | Electrical drive, control and process control engineering   | <input type="checkbox"/> 4.4.3  | Automation  |
| <input type="checkbox"/> 4.1.20   | Hybrid drive  | <input type="checkbox"/> 4.5    | <b>Communication and navigation</b>   |
| <input type="checkbox"/> 4.2      | <b>Attachments, Accessories and wear parts</b>  | <input type="checkbox"/> 4.5.1  | Remote control technique and data transmission  |
| <input type="checkbox"/> 4.2.1    | Attachments for construction vehicles   | <input type="checkbox"/> 4.5.2  | Goods technology and operation, monitoring, documentation and evaluation                                |
| <input type="checkbox"/> 4.2.1.1  | Chips and sand spreaders  | <input type="checkbox"/> 4.5.3  | Telephones, radio systems, intercom systems and signal systems  |
| <input type="checkbox"/> 4.2.1.2  | Sweepers  | <input type="checkbox"/> 4.5.4  | Navigation equipment  |
| <input type="checkbox"/> 4.2.1.3  | Roadside mowers   | <input type="checkbox"/> 4.6    | <b>Job safety</b>   |
| <input type="checkbox"/> 4.2.1.4  | Snow-clearing machines  | <input type="checkbox"/> 4.6.1  | Respiratory Equipment   |
| <input type="checkbox"/> 4.2.2    | Attachments Earth-moving machines   | <input type="checkbox"/> 4.6.2  | Rescue equipment  |
| <input type="checkbox"/> 4.2.2.1  | Hydraulic shears  | <input type="checkbox"/> 4.6.3  | Testing equipment   |
| <input type="checkbox"/> 4.2.2.2  | Hydraulic grapples  | <input type="checkbox"/> 4.6.4  | Clothing  |
| <input type="checkbox"/> 4.2.2.3  | Excavator buckets, loader buckets   | <input type="checkbox"/> 4.6.5  | Dedusting   |
| <input type="checkbox"/> 4.2.2.4  | Quick coupling systems  |                                 |   |
| <input type="checkbox"/> 4.2.2.5  | Grapples  |                                 |   |
| <input type="checkbox"/> 4.2.2.6  | Backhoes  |                                 |   |
| <input type="checkbox"/> 4.2.2.7  | Hydraulic hammers   |                                 |   |
| <input type="checkbox"/> 4.2.2.8  | Hydraulic cutters   |                                 |   |
| <input type="checkbox"/> 4.2.2.9  | Hydraulic crushers  |                                 |   |
| <input type="checkbox"/> 4.2.2.10 | Vibratory tools   |                                 |   |
| <input type="checkbox"/> 4.2.2.11 | Auger drives  |                                 |   |
| <input type="checkbox"/> 4.2.2.12 | Fork prongs/carriers  |                                 |   |
| <input type="checkbox"/> 4.2.2.13 | Telescopic pile leaders, fixed leaders  |                                 |   |
| <input type="checkbox"/> 4.2.2.14 | Screener crushers   |                                 |   |
| <input type="checkbox"/> 4.2.3    | Rubber/metal connectors   |                                 |   |
| <input type="checkbox"/> 4.2.4    | Track-laying chassis  |                                 |   |
| <input type="checkbox"/> 4.2.5    | Teeth and cutting strips  |                                 |   |
| <input type="checkbox"/> 4.2.6    | Round shaft chisels and similar tools   |                                 |   |
| <input type="checkbox"/> 4.2.7    | Hydraulic hoses   |                                 |   |

## Other Products or Requirements

**Title of the fair**  
**bauma CHINA 2018**  
**International Trade Fair for Construction Machinery, Building Material Machines, Mining Machines and Construction Vehicles**

**Venue:** Shanghai New International Expo Centre

**Duration and Opening hours**  
**Tuesday, 27 to Friday, 30 November**  
**Tuesday to Thursday 9 am to 5 pm**  
**Friday 9 am to 3 pm**

## **CONTACT:**

**bauma CHINA 2018 exhibition management**  
**Messe München GmbH (MMG), Messegelände; 81823 München, Germany**  
**Phone: (+49 89) 949 20251; Fax: (+49 89) 949 20259**  
**info@bauma-china.com; www.bauma-china.com**

## **Organizer:**

Messe Muenchen Shanghai Co., Ltd. (MM-SH); 11<sup>th</sup> floor, PINGAN Fortune Tower, 1088 Yuanshen Road, Pudong New Area, Shanghai, 200122 P.R. China;  
[www.bauma-china.cn](http://www.bauma-china.cn); [www.b-china.cn](http://www.b-china.cn)  
China Construction Machinery Association (CCMA); China Council for the Promotion of International Trade-Machinery Sub-Council (CCPIT-MSC); China Construction Machinery Co., Ltd.(CNCMC)

## **Terms of participation**

All prices indicated below are gross, Chinese VAT is included. There might be further tax requirements in the exhibitor's state of residence; these taxes shall be borne by the exhibitor as well. (According to tax regulations dated July 1st 2017)

### **1 Application**

All potential exhibitors wishing to take part in the event must express their wish to do so by fully completing and signing – with a legally binding signature – the "Application" form and submitting it to Messe München GmbH (MMG) at the earliest opportunity or at the latest by the application deadline. **The deadline for applications is 27 February 2018.** Messe München GmbH (MMG) is entitled and authorized by Messe Muenchen Shanghai Co., Ltd. (MM-SH) to act and invoice on behalf of MM-SH.

With the application, exhibitors express to MM-SH their serious interest in taking part in the event as exhibitors. All exhibits must be described precisely on the application form. Co-exhibitors must be named on the application form for co-exhibitors. The same particulars must be specified as for the exhibitor. Incomplete applications cannot be considered. When an exhibitor submits the application form, it means that the exhibitor acknowledges and observes the Terms of Participation and the Technical Guidelines. After exhibitors receive Participation Admission Letter (not Acknowledgment letter), it not only means that the exhibitors have been qualified for participating in the show but a "Booth Rental Contract" becomes valid with assigned area and other relevant services. The application form submitted by the exhibitor (including Terms of Participation and Technical Guidelines), together with the Admission Letter and Exhibitor Manual sent by MM-SH are indispensable parts of the "Booth Rental Contract", which has legally binding force on both parties. This application procedure does not apply to organizers of joint stands. They are not exhibitors as defined by the Terms of Participation. Organizers of joint stands have to fill in the application form for joint stands which can be obtained from MM-SH.

### **2 Permitted exhibits and exhibitors**

All domestic and foreign manufacturers or their Chinese subsidiaries, general importers and specialist dealers authorized by the manufacturers are admitted as exhibitors. Co-exhibitors shall not be admitted, nor additional organizations represented, unless expressly specified in the notice of admission.

General importers and authorized specialist dealers may only exhibit machines and plants whose manufacturers are not represented at bauma CHINA 2018. All exhibits must correspond to the relevant range of exhibits for this trade fair and be designated by name and category on the application form. Articles other than those permitted and registered, as well as used, hired or leased machinery, may not be exhibited. MM-SH has the final decision and has the right to remove any other exhibits at the exhibitor's risk and expense.

The Terms of Participation as well as the Technical Guidelines are accepted as legally binding with submission of application documents.

### **3 Co-exhibitors and additionally represented companies** (see Clause 1, 2)

Permission for co-exhibitors must be requested in writing. The registration fee is **EUR 220** for each co-exhibitor admitted.

A co-exhibitor is one who presents his own goods or services, using his own staff, at the stand of another exhibitor (the main exhibitor). This definition includes group companies and subsidiaries. Agents and representatives are not admitted as co-exhibitors.

The definition of an additionally represented company is as follows: In the case of an exhibitor who is also a manufacturer, an additionally represented company is any other company whose goods or services are offered by the exhibitor. If an exhibitor who is a distributor wants to display not only the products of one manufacturer but also goods and services of other companies, then these count as additionally represented companies.

#### **Additionally represented companies are not allowed on the stand.**

Admission of the exhibitor does not mean that a contract exists between MM-SH and the co-exhibitors or other companies he represents. Co-exhibitors are admitted against payment. The exhibitor must make this payment. The amount can also be invoiced subsequently by MM-SH.

The exhibitor is responsible for ensuring that his co-exhibitors and other companies he represents comply with the Terms of Participation, the Technical Guidelines as well as the instructions of the Trade Fair Management. The exhibitor is liable for the debts and negligence of his co-exhibitors as if they were his own. If co-exhibitors make direct use of MM-SH services, MM-SH is entitled to invoice the exhibitor for these services. He is jointly and severally liable. The exhibitor may not move, exchange or share his stand, nor surrender it either in part or in whole to third parties, without MM-SH's prior written consent

### **4 Participation fees, lien for Floor Space Only**

The participation fees per sqm of floor space are:

a) In the halls (minimum stand size 9 sqm)

Raw space (9 – 53 sqm) 399,00 EUR/sqm

Raw space (54 – 99 sqm) 357,00 EUR/sqm

Raw space (100 – 299 sqm) 325,00 EUR/sqm

Raw space (300 – 599 sqm) 287,00 EUR/sqm

Raw space (≥ 600 sqm) 256,00 EUR/sqm

**Upper-storey stand space indoor costs 50% of the price of the respective ground-floor space.**

b) Shell Scheme Booth in Hall

Shell Scheme (9 – 53 sqm) 490,00 EUR/sqm (Raw Space + Basic Booth Scheme)

c) On the Outdoor Area (minimum stand size 300 sqm)

Raw space (300 – 600 sqm) 201,00 EUR/sqm

Raw space (> 600 sqm) 187,00 EUR/sqm

d) Besides the rent of the stand area, the participation fees include extensive services provided by MM-SH, such as consultation and planning advice, publicity work, organization, technical assistance etc.

**Each square meter or part thereof will be included in full in the calculation**, the floor space always being considered rectangular, without taking account of projections, supports, service connections and the like.

**The applicant shall be invoiced for 40% of the projected participation fee shortly after the application.** This first payment will be refunded if the applicant is not admitted to the trade fair, but will be forfeited if the applicant withdraws unilaterally and completely from the undertaking. If an exhibitor decides to decrease applied area, the difference of the 40% deposit due to this change will not be refunded to the exhibitor separately but counted as the participation fee paid by the exhibitor as a whole. The exhibitor shall receive an invoice for the remainder of the participation fee after stand assignment. The remained amount will be the difference between the actual participation fee of the assigned area and the already paid amount.

Payment of the invoices is due immediately unless other payment deadlines are stated in the invoices. Payment of the participation fee as well as payment for admitting co-exhibitors is a prerequisite for occupation of the exhibition area.

If exhibitors have ordered MM-SH services, MM-SH is entitled to refuse the exhibitor's move-in request and withhold such services, including the supply of electricity, water, compressed air, etc., until the exhibitor has fulfilled his financial obligations to MM-SH. This applies in particular to obligations arising from previous events.

MM-SH reserves the right to enforce the lessor's lien, as permitted by law, in order to secure its claims arising from the rental. The exhibitor must inform MM-SH at any time about the ownership of articles, which are exhibited or to be exhibited. If an exhibitor does not meet his financial obligations, MM-SH can detain the exhibits and stand fittings and, at the exhibitor's expense, sell them at public auction or privately.

The legal provisions on the realization of the pledge are – as far as permitted by law – excluded. MM-SH does not accept liability for damage to exhibits and stand fittings detained under this clause, unless MM-SH is guilty of intent or gross negligence.

Upon special application by the exhibitor, the participation fee and/or the payment for the admittance of co-exhibitors can be invoiced to a third party. As prerequisites, the third party must declare acceptance of the obligation or promise to pay the amount owed to MM-SH, and MM-SH must declare its agreement with such.

Should the exhibitor wish to have an invoice rewritten because the name, tax number or address of the recipient of the invoice has changed, the exhibitor is obliged to pay MM-SH a sum amounting to EUR 50 plus VAT for each change of invoice unless the details in respect of name, legal form or address of the recipient of the invoice were incorrect on the original invoice and MM-SH was responsible for the incorrect details. The exhibitors should be ultimately responsible for failure of third party.

### **5 Terms of payment** (see Clause 4)

The deadlines for payment given in the invoices must be observed. Prior payment in full of the amount invoiced is a condition for access to the exhibition area, an entry in the catalogue, and provision of workers' and exhibitors' passes. The applicant or exhibitor will receive invoices for all additional charges (e.g. technical services, advertising material) with the confirmation of the order; they are to be paid immediately on receipt. All invoiced amounts in all MM-SH invoices, which are connected with the event, are to be paid in EUR, without deductions and free of all charges (e.g. bank charges occurring when transferring via bank account have to be paid by the applicant in full), by credit transfer to the account specified in the invoices, mentioning the exhibitor's company name and invoice number.

MMG bank information is the following:

Bank: Bayerische Hypo- und Vereinsbank AG; Bank Address: Kardinal Faulhaber Str. 14; D-80333 München  
Beneficiary: Messe München GmbH; Beneficiary Address: Messegelände; D-81823 München  
Account No.(EUR): 7825609; Swift code: HYVEDEMM(XXX)

### **6 Rental contract**

The application of the exhibitor represents the contractual offer and means that the exhibitor acknowledges and observes the Terms of Participation and the Technical Guidelines. The admission or rejection will be confirmed to the exhibitor in writing in due time. Admission cannot be transferred. The rental contract comes into force when MM-SH has notified the exhibitor in writing that he is admitted. This generally occurs when layout planning has been completed. The application form submitted by the exhibitor (including Terms of Participation and Technical Guidelines), together with the Admission Letter and Exhibitor Manual sent by MM-SH are indispensable parts of the "Booth Rental Contract", which has legally binding force on both parties. The exhibitor may not move, exchange or share his stand, nor surrender it either in part or in full to third parties as are neither co-exhibitors admitted by MM-SH nor additionally represented companies admitted by MM-SH without MM-SH's prior written consent. According to this contract, MM-SH is authorized to assign a stand area to an exhibitor, which might deviate from the information in the application unless these deviations are unacceptable for the exhibitor. A deviation is considered acceptable if MM-SH does not receive the exhibitor's rejection of the assignment of the stand area within one week.

If an exhibitor rejects a stand area before the above mentioned deadline and the assigned stand area is unacceptable for the exhibitor, the exhibitor can demand that MM-SH assign him an acceptable stand area. If MM-SH does not comply with the demand within an appropriate time period, the exhibitor can withdraw from the contract. The exhibitor does not have any further rights.

The allocation of the other stands, in particular of neighboring stands, can change by the time the trade fair opens. MM-SH is also entitled to relocate or close entrances to and exits from the trade fair grounds and halls, and to make other structural alterations.

Exhibitors cannot make claims against MM-SH because of such changes. MM-SH may also subsequently, i.e. after the rental contract and the stand assignment have come into force, change space allocations, and in particular change the location, type, dimensions and size of the exhibition area rented by the exhibitor, insofar as this is necessary for reasons of safety or public order, or because the trade fair is oversubscribed and further exhibitors must be admitted or because changes in assignments of exhibition space ensure that the facilities and space required for the trade fair are used more efficiently. However, such subsequent changes may not exceed the scope which the exhibitor can reasonably be expected to accept. Should such subsequent changes result in a lower participation fee, the difference in amount will be refunded to the exhibitor. Further claims against MM-SH are excluded. If exhibitors cannot use their stand space or are impaired in the use of their stand because they have infringed legal or official regulations or the Terms of Participation or the Technical Guidelines, they are nevertheless obliged to pay the participation fee in full and to pay MM-SH compensation for all damage caused by themselves, their legal representatives or employees; exhibitors are not entitled to cancel or terminate the contract unless the law specifically entitles them to do so.

The exhibitor's reservations, conditions, and particular wishes (e.g. regarding location, exclusion of competitors, stand construction or design) will be taken into account only if expressly confirmed in the notice of admission. Space will be allocated according to MM-SH's requirements and the prevailing conditions, and in accordance with the classification system for the trade fair as applied by MM-SH at its own discretion, and not according to the order in which applications are received.

Exhibitors do not have a legal claim to admission unless such a claim exists by law. Exhibitors who have not fulfilled their financial obligations to MM-SH, e.g., in respect of previous events, or have infringed the regulations governing the use of the event grounds, or the terms of participation, may be excluded from admission. MM-SH is entitled to withdraw from the contract or to terminate the contractual relationship without notice if admission was based on incorrect or incomplete statements by the exhibitor, or if, at a later date, the exhibitor no longer fulfills the conditions for admission.

### **7 Cancellation of contract**

If the location, type, dimensions or size of the exhibition area rented by the exhibitor are subsequently changed so much that the exhibitor can no longer be reasonably expected to accept the exhibition area, the exhibitor is entitled to **withdraw from the rental contract within one week** of receiving written notification by MM-SH. Otherwise, apart from the statutory rights to withdraw from the contract, the exhibitor has no right to withdraw from this contract. If the exhibitor states that he is withdrawing from the contract, this means – regardless whether he has the right to withdraw from the contract or not – that he is renouncing once and for all his intention to take part in the trade fair. If the exhibitor states that he is withdrawing from the contract and thus renounces once and for all his intention to take part in the trade fair, MM-SH is entitled to re-let the stand area or use it itself without being obliged to do so, even if the exhibitor has no right to withdraw from the contract. If the exhibitor has stated that he is withdrawing from the contract, although he has no right to do so, the exhibitor is obliged to pay the participation fee.

However, MM-SH must allow as a credit the value of the expenses saved and the advantages it has gained by re-letting or otherwise using the exhibition area; the exhibitor shall not have any further rights due to the fact that the exhibition space is rented to others or used in another way. In addition, the exhibitor must pay **40% of the agreed participation fee as flat-rate compensation** for expenses incurred by MM-SH because the exhibitor has withdrawn from the contract and cancelled his participation in the trade fair without being entitled to do so. MM-SH's right to claim further damages remains unaffected. The exhibitor can demand that the flat-rate compensation be reduced if he proves that MM-SH has sustained less damage. MM-SH is entitled to withdraw from the contract if the exhibitor fails to meet his financial obligations to MM-SH on time, MM-SH has extended the deadline by 5 days and this deadline for payment has not been met. This applies especially if the exhibitor is in default of payments for the **down payment of 40% for the projected participation fee**. MM-SH is also entitled to withdraw from the contract if the exhibitor neglects his duty arising from this contract to respect MM-SH's rights, objects of legal protection and interests and MM-SH can no longer reasonably be expected to adhere to the contract. In the aforementioned cases MM-SH is entitled not only to withdraw from the contract but also to demand from the exhibitor the agreed participation fee as flat-rate compensation. MM-SH's right to claim further damages remains unaffected. The exhibitor can demand that the flat-rate compensation be reduced if he proves that MM-SH has sustained less damage. If the exhibitor withdraws the contract after acknowledgement is issued, the down payment shall not be refunded. If the exhibitor withdraws the contract within 2 months before the show, 100% of the actual participation fee shall be charged.

### 8 Force majeure, cancellation of the event

If MM-SH is compelled, as a result of force majeure or other circumstances beyond its control (e.g. failure of the power supply), to vacate one or more exhibition areas, temporarily or for longer periods, or to postpone or curtail the trade fair, the exhibitors do not thereby acquire the right to withdraw or cancel, nor do they have any other claims against MM-SH, in particular claims for damages. If MM-SH cancels the event because it cannot hold the event as a result of force majeure or other circumstances beyond its control, or because it has become unreasonable for MM-SH to hold the event, MM-SH is not liable for damages and disadvantages to exhibitors arising from the cancellation of the event.

### 9 Dates of setting up and dismantling / Assembly, staffing and dismantling of stand

The exact dates for set up and dismantling will be published at a later stage. There will be a special build up scenario for certain sections of the outdoor area. Early move-in needs to be confirmed with SNIIEC, MM-SH and its appointed official freight forwarder while relevant formalities should be completed and related expenses should be paid. If exhibitors want to showcase over-weight / high exhibits, it is mandatory to discuss details, such as move-in plan, display locations, and etc., with MM-SH and the official freight forwarder for the show and strictly follow the over-size / overweight exhibit schedule assigned by MM-SH and its official freight forwarder.

**All delivery and stand-construction vehicles must be removed from the halls and from the outdoor area by 6 pm on the last day of setting up, November 26, 2018.** Vehicles which are still in the halls or the outdoor area after these times will be removed by SNIIEC at the risk and expense of the exhibitor concerned. Setting up must be finished by 6 pm on November 26, 2018 at the latest. An extension is possible only in exceptional cases with the written permission of MM-SH. The dates for assembly and dismantling must be observed. Stands not occupied by the last day of assembly may be disposed of as MM-SH sees fit. Exhibitors admitted to the fair undertake to participate in the event. The stand must be properly equipped and staffed by qualified personnel throughout the trade fair during the prescribed opening hours. Particular attention should be paid to ensuring that the stand is already fully staffed when the trade fair opens. **Exhibitors are not permitted to remove trade fair goods or dismantle their stands before the trade fair closes (3 pm on 30 November 2018).** If they break this rule, MM-SH is entitled to demand a penalty of RMB 4,500.

MM-SH is entitled to exclude from future trade fair any exhibitor whose stand is staffed by insufficiently qualified personnel during the trade fair's opening hours, who exhibits an incomplete range of goods or goods not admitted to the trade fair, who vacates or clears his stand before the end of the trade fair, or who otherwise infringes the Terms of Participation, without prejudice to MM-SH's right to cancel the contract in accordance with Clause 7 or to a claim for all costs thereby incurred by MM-SH.

### 10 Stand design and equipment (see also Technical Guidelines)

a) In the halls  
Height:

The maximum booth construction and advertising height for one storey booth is 6,00 m. The maximum booth construction and advertising height for two storey booth is 8,50 m. Two-storey booth can only be built when the assigned booth area is 24 sqm and above.

#### Ultra-high or overweight exhibits are not permitted in the halls.

Assuming that the Technical Guidelines are observed in designing and constructing a stand, drawings need to be submitted for approval for raw space construction in the halls insofar as they are built by the exhibitor and its contractor. On request, MM-SH's Operations Department and the appointed service partners will check submitted stand construction plans (submitted in duplicate) for exhibitors. No specific approval will be issued. All stand constructions, two-storey stands (see item 4.9 Technical Guidelines), mobile stands, stands with bridges, stairs, cantilevered roofs, galleries, etc. and constructions on the outdoor area (see item 4.8 Technical Guidelines) require approval.

For booths 4.5m and upwards in height, or two-storey stand construction is permitted in the halls with the approval of a top-level certified structural engineer, who is employed by the exhibitor or recommended by MM-SH. Approval depends on the position of the stand within the hall and the area it occupies. Stand drawings containing elevations and cross-sections, cutaway view, electricity layout, static test report or static load calculation, specification of construction must be submitted in quadruplicate to MM-SH's Operations Department and the appointed service partners for approval by the deadline specified, at the latest 9 weeks before stand assembly is to start.

All the indoor booths can not have roof constructions, no matter how small the covering area is. In the halls for two-storey structures covering more than 30 sqm, a fire extinguisher must be prepared for each 12 sqm of both storey from build-up period onwards. Automatic alarm and sprinkler system should be installed for each 8sqm and a fire extinguisher for each 12sqm when the 1st floor area of an indoor two-storey booth is fully enclosed. The structures of stand cannot hang on the structures of the hall. Material piling is not allowed on the two main electricity tunnels in the halls. In the case of infringement of any of the conditions specified here, MM-SH is entitled to take action in accordance with the Terms of Participation. MM-SH will erect partition walls only upon request and at the exhibitor's expense. Exhibitors will receive, in good time, the order form for these walls and further stand walls (height 2.50 m) with the Exhibitor Manual. The stand sides bordering neighboring stands should be not lower than 2.5m and keep neutral, white and clear, so that they do not interfere with the design of the neighboring stand.

b) Outdoor Area  
Height:

The maximum booth construction and advertising height for one storey booth is 6,00 m. The maximum booth construction and advertising height for two-storey booth is 8,50 m. For double-storey booths whose second floor exceeding 30sqm, a fire extinguisher must be prepared for each 12 sqm of both storey from build-up period onwards. Automatic alarm and sprinkler system should be installed for each 8sqm and a fire extinguisher for each 12sqm when outdoor booths have full-closed room. The area of the stand construction or building at the outdoor area cannot exceed 1200 sqm and the height of the stand construction or building must be lower than or equal to two-storey buildings. All structures to be set-up in the outdoor area require the prior consent of MM-SH and get permission from a top level certified structural engineer.

Two-storey stand construction is permitted in the outdoor area with the approval of a top level certified structural engineer, who is employed by the exhibitor or recommended by MM-SH. Approval for the two-storey stand depends on the position of the stand and the area it occupies. The required application forms as well as plans of ground and upper floor, elevations, cross-sections, electricity layout and static calculations or test reports, specification of construction and material must be submitted to MM-SH's Operations Department and the appointed service partners in due time, but at least 9 weeks before set-up begins.

At the set-up of facilities, especially buildings, all applicable regulations at the event site must be observed. Both construction and material piling are not allowed on the facility well and drainage cover at the outdoor area. For all construction work, allowance must be made for existing supply lines, distribution boxes, etc. Where these are located within individual stand areas, they must be accessible at all times. Attention must be paid to all existing supply pipes, foundations, distribution boxes, etc. during all setup work. Insofar as they are within individual stand areas, they must be accessible at all times. The stand sides bordering neighboring stand should be not less than 2.5m and keep neutral, white and clear, so that they do not interfere with the design of the neighboring stand. Construction elements, stand signboards, exhibits and banners on the booth must be arranged so that there is no unreasonable nuisance to neighbors. Misleading company signs must be removed at the request of the trade fair management. Any underground work may only be commenced after approval by MM-SH's Operations Department.

Exhibitors whose stands adjoin the enclosing fence of the trade fair grounds may not use the fence for their construction purposes. Use of the outside of the fence to carry advertising material is not permitted. Publicity balloons are not permitted on the trade fair grounds.

Exhibitors who are allocated in more than one block with public aisles in between the blocks of the booth are not allowed to build booth construction or advertising construction or any other building component or exhibit across these aisles. Aisles are not part of the rented raw space area. No promotion measures are allowed on these aisles.

In the case of infringement of any of the conditions specified here, MM-SH is entitled to take action in accordance with the Terms of Participation.

### 11 Safety Measures

During set-up and dismantling period in the exhibition area (hall and outdoor) wearing of a safety helmet is compulsory. Herring bone ladder up to 2m is prohibited. It is necessary to wear safety helmets and safety belts and to carry out other safety measures against injuries that might be caused by falling objects in overhead work (height all of 2m).

### 12 Technical installations and other regulations

Applications for electrical installation, water, drainage, and telecommunication connections can be considered only if submitted in due time on the order forms available from MM-SH. The precise terms of delivery and the connection fees are stated on these forms. Facility cables needs to be protected by the cable bridge during the whole show period. Exhibitors will cover the cost of the facilities they ordered and the necessary damage prevention treatment for those facilities. Costs will be calculated based on the actual consumption.

All building structures on the trade fair grounds shall be executed in accordance with the legal requirements for construction materials. Revolving tower cranes, etc. must be secured according to regulations. Suspending advertising media or other loads from cranes is prohibited for safety reasons.

For security reason, hanging advertising materials or other objects on cranes, work platforms and exhibits is prohibited. If the display of special exhibit exceeds the range of the booth, its extension direction and location needs the permit of MM-SH, and the exhibitor needs to rectify with the requirement of MM-SH according to the actual situation.

### 13 Restoration of the exhibition areas

All exhibition areas must be handed over to MM-SH's Operations Department in their original condition by the stipulated date for completion of dismantling. At the end of the exhibition, exhibitors must remove from the site all the materials especially the double-sided carpet tape used from their stands by the respective timings stated in the "Operations Schedule". Apart from the clearance and cleanse of the construction materials and stains, outdoor booths exhibitors and contractors should restore the exhibition area into the initial state and clear all the garbage inside the comprehensive cementing. MM-SH is entitled to charge the exhibitor concerned for the removal of excessive waste (stand construction debris, crates/pallets, cartons, packing materials or literature) by a contracting firm at the exhibitor's cost.

### 14 Use of equipment

Only cranes, fork-lift trucks and working platforms may be used that have been provided by the MM-SH service partners responsible. In special cases, the consent of MM-SH's Operations Department is required. All the over-hanging operations as working on the cradle are strictly prohibited.

### 15 Transport of track-laying vehicles

Only track-laying vehicles with smooth track plates, that are also approved for public roadways, may be driven on the roads of the trade fair grounds. The transport of track-laying vehicles into the exhibition halls is permitted only with the express approval of MM-SH's Operations Department. The exhibitor is fully responsible for any damage to road surfaces and hall floors.

### 16 Sales regulations

Direct sales and other services or deliveries made from the stand are not permitted. Exhibited goods must not be delivered to purchasers until after the trade fair closes. Sales are permitted only to wholesalers, retail or trade customers. **Retail sales are prohibited in the exhibition. Otherwise, the Industrial and Commercial Department may be involved and therefore the corresponding penalties and losses incurred will be borne by the exhibitors.**

### 17 Catalogue, Internet, Visitor Information

An official trade-fair catalogue, an internet database and visitor information will be compiled for the trade fair. All exhibitors (including co-exhibitors and companies at joint stands) are included, with the name indicated in the application form, in the alphabetical list of exhibitors in these media. The minimum entry contains the exhibitor's company name, hall and stand number in the alphabetical list of exhibitors. Exhibitors (including co-exhibitors and companies at joint stands) will be offered other entries, e.g. in the Product Index, and other forms of presentation in these media on a separate order form. The forms will be sent to applicants in good time. MM-SH assumes no responsibility for the correctness and completeness of the catalogue, internet database and visitor information.

The exhibitor is solely responsible for the permissibility under law – and particularly the law on competition – of any advertisement placed in the trade fair catalogue, the internet database or the visitor information of MM-SH at the instigation of the advertiser. Should third parties assert claims against MM-SH on account of the impermissibility of the advertisement under law in general or the law on competition, the advertiser shall hold MM-SH fully safeguarded against all claims asserted including all costs of any necessary defense in court on the part of MM-SH. The same applies to exhibitor entries actuated by exhibitors in the trade fair catalogue, the Internet database or the visitor information of MM-SH.

### 18 Exhibitors' and Workers' passes

Exhibitors' passes are issued only after payment of the participation fee, and the remuneration for the admission of any co-exhibitors. For the time in which the trade fair is held, each exhibitor receives the following number of exhibitors' passes free of charge:

Hall				Outdoor			
Registered sqm	Passes	Registered sqm	Passes	Registered sqm	Passes	Registered sqm	Passes
9 to 17	5	55 to 100	30	up to 450	20	> 1000	max 50
18 to 26	10	101 to 400	40	451 to 600	30		
27 to 54	20	> 400	max 50	601 to 1000	40		

The number of exhibitors' passes is not increased for co-exhibitors. Additional exhibitors' passes are obtainable from the trade fair management and will be charged for. Exhibitors' passes are intended solely for stand personnel, and must not be passed on to unauthorized third parties.

Workers' passes for setting up and dismantling of stands are available in the numbers required and will be charged for. They can be purchased on site from SNIIEC during setting-up after hall management fee and construction deposit are paid in full amount. Each company attending the show must appoint an onsite safety manager during the show period, who should wear exhibitor badge with ID photo attached on it.

### 19 Circular letters

Once the stands have been allocated, exhibitors will be informed by circular of further details concerning preparation and organization of the trade fair.

### 20 Alterations

MM-SH reserves the right to make alterations and additions in matters affecting technical arrangements (such as dismantling time, facilities switching on and cutting off time, etc.) and safety.

**21 Liability and insurance**

Considering the safety issue and to ensure the smooth operation of the show, all exhibitors and its contractors should purchase 3rd party public liability insurance and relevant insurances towards employees and exhibits. The minimum insured amount for the public liability insurance should be no less than 5 million RMB. MM-SH and its partners are neither liable for any personal damages or damages for exhibits nor liable for any compensation on lost material, theft and fire.

If MM-SH has to pay compensations due to the events related to the exhibitors' participation during the show, MM-SH has the right to ask the relevant exhibitors reimburse the compensation to MM-SH. MM-SH is not liable for any direct or indirect personal injuries and property damages towards exhibitors, their representatives, and employees.

MM-SH is under no circumstances liable for damage to or loss of goods brought to the trade fair by the exhibitor or the stand fittings or furnishings. In this case, it is immaterial whether such damage or loss occurs before, during or after the trade fair. The same applies to vehicles left on the trade fair grounds by exhibitors, their employee contractors or representatives. For his part, the exhibitor is liable for any culpable damage to persons or property caused by him, his employees, representatives and co-exhibitors and their exhibition articles or exhibition installations and equipment.

MM-SH is not liable for any lost, damages or delays occurred during the import / export procedures, such as customs declares, transportations, loading/unloading, for the exhibits. Exhibitors should purchase sufficient amount of transportation insurances.

**22 Photography, filming, video recording, and sketching**

Only persons authorized by MM-SH and in possession of a valid MM-SH pass may film, photograph, or make sketches or video recordings in the exhibition halls and the outdoor exhibition area. Under no circumstances may photographic or other images or recordings be made of other exhibitors' stands. If this rule is infringed, MM-SH can demand that the recorded material be surrendered and take legal steps to achieve this end. Photographs of stands which are to be taken outside normal opening hours and need special lighting require MM-SH's prior consent.

Such photographs require the main ring circuit to be switched on by the hall electrician. The exhibitor will be charged the costs incurred, insofar as they are not borne by the photographer. MM-SH is entitled to have photographs, drawings, films and video recordings made of events at the trade fair, of stands and exhibits, and to use them for advertising or general press publications.

**23 Catering, deliveries to stands**

Only companies approved for the event grounds may supply exhibition stands with food, beverages. Deliveries to exhibition stands are only permitted with restrictions. MM-SH is authorized to allow deliveries to stands only at certain times. Detailed information on the possibilities of catering at the booth will be given in the exhibitor manual at a later stage but in due time before the trade fair starts.

It's strongly suggested by MM-SH that the exhibitors and visitors should not buy or take any food or drink from illegal peddlers in the exhibition center.

**24 Intellectual property rights**

When participating in trade fairs organized by MM-SH, exhibitor warrants that its exhibits, packages and all related publicity materials found in the trade fair do not in any way whatsoever violate or infringe any third party's rights including trademarks, copyrights, designs, names and patents whether registered or otherwise. MM-SH is entitled but not obliged to set up an Intellectual Property Right Complaint Office (IPR Office) for each trade fair, whose purpose shall be to support exhibitors in cases of infringement of their IP rights by other exhibitors. The exhibitors or agents should provide active cooperation for the investigation for obtaining the evidence, inspection and enquiry work conducted by the IPR Administration and the judicial department. Any exhibit or material suspected of infringement should be removed from the exhibition. The organizer has the right to refuse participation of any exhibitor found guilty of infringement of intellectual property rights at any future trade fairs. If the exhibitor has complained about another exhibitor or its exhibits in the previous shows and complain this time again, the certifications of the previous complaints should be presented. Otherwise, the IPR Office has the right to refuse its complaint request.

**25 Verbal agreements**

All verbal agreements, individual and special arrangements are valid only with MM-SH's written confirmation.

**26 Regulations for use**

Exhibitors must comply strictly with the building and use rules for the event grounds. Exhibitors and transport vehicles not permitted to spend the night in the halls or on the outdoor area. Exhibitors must take the other participants in the event into consideration, must not act contrary to public policy and must not misuse their participation in the event for ideological, political or other purposes which have nothing to do with the event.

**27 Period of limitation, period of exclusion**

Any complaints about invoices are to be made in writing within a period of exclusion amounting to 14 days following receipt of the invoice concerned.

**28 Place of performance, applicable law**

Shanghai shall be the place of performance, also for all financial obligations. Only the law of the People's Republic of China shall apply.

**29 Jurisdiction, arbitration agreement**

The following shall apply to exhibitors incorporated in the PR of China:

In the event of any dispute, controversy or claim (collectively, "dispute") arising out of or relating to this rental contract, or the breach, termination or invalidity of this rental contract, both parties shall attempt in the first instance to resolve such dispute through friendly consultations. If any dispute is not resolved by friendly consultations, then any party may bring an action at the court which has jurisdiction at the registered address of MM-SH.

The following shall apply to exhibitors incorporated or with their principal place of business outside the PR of China:

In the event of any dispute, controversy or claim (collectively, "dispute") arising out of or relating to this rental contract, or the breach, termination or invalidity of this rental contract, the both parties shall attempt in the first instance to resolve such dispute through friendly consultations. If any dispute is not resolved by friendly consultations, then any party may submit the dispute to Shanghai International Economic and Trade Arbitration Commission for arbitration in Shanghai in accordance with its rules of arbitration procedure.

**30 Data protection**

In compliance with data protection legislation, the person-related data of the exhibitor is processed and used for fulfilling the business purposes of MM-SH as well as being forwarded to third parties in order to above all fulfill the purpose of the contract concerned.

**31 Severability Clause**

Should the provisions set out in the Terms of Participation or Technical Guidelines be or become legally invalid or incomplete, the validity of the other provisions or the contract concerned remains unaffected. In such a case, the contracting parties undertake to replace the invalid provision and/or fill the gap with a provision with which the contracting parties are most likely to achieve the economic purpose they pursue. – In case of divergence between the English and the Chinese text, the English shall prevail.

As of July 2017