



## 5 - REGISTRATION FEE

Required for each exhibitor:.....

€450 (excl. VAT)

**This fee includes:** Administrative fees • Referencing on the website

- Exhibitor badges and invitations (quantity depends on surface area)
- Fair flyers (on request) • Invitations to late openings

(1)  I am aware that I am required to take out “Third-party Liability” insurance (Operation and After Delivery), “Exhibitor/Vendor” insurance and any other insurance deemed useful for the duration of the event.

(2) For this purpose:

- I will be taking out my own insurance     I would like an insurance provider approved by SAFIM to contact me

(1) Please tick after reading. (2) Please select one option.

## 6 - STAND

### 6-1 Indoor stands

INDOOR STANDS - EXHIBITIONS HALLS		PRICE PER SQM SPACE-ONLY STANDS*
FASHION AND BEAUTY	<input type="checkbox"/> Fashion - Accessories	€ 194 (excl. VAT) / sqm
	<input type="checkbox"/> Beauty - Well-being - Health	
HOME	<input type="checkbox"/> Construction - Renovation - Green energies - Kitchens and Bathrooms - Home Decoration - Music Multimedia - Home Appliances	
	<input type="checkbox"/> Household tips and gadgets	

INDOOR STANDS - EXHIBITIONS HALLS		PRICE PER SQM WITH SHELL SCHEME STAND
INTERNATIONAL	<input type="checkbox"/> International hand-crafted goods	€ 194 (excl. VAT) / sqm
	<input type="checkbox"/> International pavilions	

\*Stand fixtures are optional: please read Section 6-1-1 below

**SPACE-ONLY STANDS** a surface with carpet on the floor, except the kitchen area (colors selected by Fair management)

**SHELL SCHEME** (INTERNATIONAL HAND-CRAFTED GOODS area only) include: carpet (colors selected by Fair management), partition walls, stiffener, company name banner, rail with 3 spotlights of 100W (per 9 sqm module)

INDOOR STAND SELECTED .....€ (excl. VAT) x ..... sqm = .....

### 6-1-1 Stand Fixtures

**FURNISHED STAND** (option) ..... € 32 (excl. VAT) x ..... sqm = .....

The cost of furnish will be added to the cost of the SPACE-ONLY stand.

The number of sqm for a FURNISHED STAND must be equal to the number of sqm for the SPACE-ONLY STAND.

**FURNISHED STANDS** include: partition walls, stiffener, company name banner, rail with 3 spotlights of 100W (per 9 sqm module).

**MADE-TO-MEASURE STANDS:** please contact us to obtain a quote: [exposants@safim.com](mailto:exposants@safim.com)

### 6-2 Outdoor stands

OUTDOOR STANDS ESPLANADES AND AISLES		PRICE PER SQM SPACE-ONLY STAND	PRICE PER SQM SHELL-SCHEME STAND
OPEN AIR	<input type="checkbox"/> Sports and Leisure - Garden Swimming Pools	€ 76 (excl. VAT) / sqm	€ 196 (excl. VAT) / sqm
HOME	<input type="checkbox"/> Sustainable Development Green Construction		
INSTITUTIONS AND SERVICES	<input type="checkbox"/> Services - Organisations - Institutions		

OUTDOOR STANDS LEAN TO HALL 3 AND 5		PRICE PER SQM WITH CARPETED FLOOR
OPEN AIR	<input type="checkbox"/> Swimming Pool Accessories	€ 100 (excl. VAT) / sqm
HOME	<input type="checkbox"/> Sustainable Development Green Construction	

**SPACE-ONLY STAND include:** space marked out on the floor

**SHELL-SCHEME STAND include:** subfloor, carpet (colors selected by Fair management), one-sided rear wall and lighting. Dimensions: 3x3, 4x4 or 5x5m (please contact us for other dimensions).

**MADE-TO-MEASURE STAND:** please contact us to obtain a quote: [exposants@safim.com](mailto:exposants@safim.com)

**OUTDOOR STAND SELECTED** ..... € (excl. VAT) x ..... sqm = .....

### 6-3 Waste removal fee

**Mandatory for each exhibitor** ..... € 1 (excl. VAT) /sqm x ..... sqm of stand area = .....

### 6-4 Electricity 2200 Watts / 10 Amp

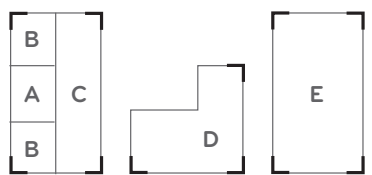
**Mandatory for each exhibitor** ..... = **€300 (excl.VAT)**

Higher power ratings may be ordered on our special platform.

Our exhibitor services department will send your username and password.

**Please contact us with any questions:** [exposants@safim.com](mailto:exposants@safim.com)

### 6-5 Corners



0 corner (type A)  
 1 corners (type B): ..... € 150 (excl. VAT) = .....  
 2 corners (type C): ..... € 300 (excl. VAT) = .....  
 3 corners (type D): ..... € 450 (excl. VAT) = .....  
 4 corners (type E): ..... € 600 (excl. VAT) = .....

Stand along the central aisle:

- Hall 1: .....price per linear meter: € 50 (excl. VAT) x ..... metres = .....
- Hall 3: .....price per linear meter: € 135 (excl. VAT) x ..... metres = .....
- Hall 6: .....price per linear meter: € 50 (excl. VAT) x ..... metres = .....

**Total (1) Your stand and registration fee** €..... (excl.VAT)

## 7 - TECHNICAL SERVICES

The 2200 Watt / 10 Amp power box is mandatory for each exhibitor (see order on page 3).

Higher power ratings or any other technical services (storage, customised carpet, cleaning, slings, etc.) must be ordered from our special platform.

To order your services, our exhibitor services department will send you a username and password as soon as your stand is approved.

Please **CONTACT US** with any questions: [exposants@safim.com](mailto:exposants@safim.com)

## 8 - BADGES AND ADDITIONAL INVITATIONS

### 8-1 Exhibitor badges

Additional exhibitor badges ..... €12,5 (excl. VAT) x ..... quantity required = .....

### 8-2 Invitations

Additional STANDARD invitations ..... €3,18 (excl. VAT) x ..... quantity required = .....

Shipping costs (required for the shipment of STANDARD invitations) ..... €10,50 (excl. VAT) = .....

Additional ONLINE invitations (1-50 invitations) ..... €2,72 (excl. VAT) x ..... quantity required = .....

Additional ONLINE invitations (51 invitations or more) ..... €2,27 (excl. VAT) x ..... quantity required = .....

**Total (2) Badges and additional invitations** €..... (excl.VAT)

## 9 - MEDIA VISIBILITY

Your logo and a link to your website – exhibitor list on [www.foiredemarseille.com](http://www.foiredemarseille.com): ..... € 100 (excl. VAT) = .....

Distribution of your flyer at the Fair entrance (on the day of your choice): ..... € 600 (excl. VAT) = .....

Your logo on visitor maps (limited to 5 logos): ..... € 1 000 (excl. VAT) = .....

Home page banner on [www.foiredemarseille.com](http://www.foiredemarseille.com): ..... € 2 000 (excl. VAT) = .....

**Total (3) Media visibility** €..... (excl.VAT)

**SUB-TOTAL 1 + 2 + 3 =** €.....

**+ VAT 20 %\* =** €.....

**FULL TOTAL (incl. VAT) =** €.....

Mandatory deposit

**FULL TOTAL (incl. VAT) x 30% =** €.....

\* Current rates



## EXTRACTS FROM THE REGULATIONS

### A - TERMS OF ADMISSION

1. Applications to participate in the event shall be processed on a first-come, first-served basis, based on the postmark as proof of the submission date.
2. All applications must be returned duly completed and signed, with a deposit cheque enclosed equal to 30% or 50% of the total estimated amount, including VAT, for the rental, depending on the date of receipt of the application. If admission is not granted, this deposit shall be refunded. For any registrations within thirty days of the start of the event, the full amount for the rental must be paid.
3. By sending or submitting an application to participate, the client makes a firm and definitive commitment and accepts all terms and conditions of the application, without limitation.

### B - GENERAL TERMS OF PAYMENT

1. Once the application has been received, if it is successful, exhibitors shall be sent confirmation of admission and the final invoice. The SAFIM Customer Service Department shall also issue staggered monthly instalment information in the admission package to ensure that the full balance is paid 30 days prior to the start of the event. Should the exhibitor fail to pay the full balance of the invoice by said date, its event exhibitor card shall be revoked and it shall be refused purchase of our services (electricity, water connection, etc.).
2. All our services are payable in Marseille. Payments by commercial paper, cheque or any other method of payment shall neither replace nor override the place of payment, which shall remain Marseille.
3. Failure to pay any drafts or invoices whatsoever by the payment due date shall render all outstanding amounts, even those that are not yet due, immediately payable. From the due date, late payment penalties shall be applied as of right and without formal notice at the contractual rate of 1.5% per month overdue until the amount owing has been paid in full. For any unpaid cheques or drafts, Safim reserves the right to take back the stand if payment is not made within eight days of issuing the first and only formal warning. In the month preceding the event opening, said timeframe shall be reduced to 24 hours. Any debtor with overdue payments shall also be liable as of right for a fixed charge of €40 to cover debt collection costs.
4. These terms of payment are part of the contractual terms between the exhibitor and Safim. In the event of a dispute, the Court of Marseille shall have sole jurisdiction.

### C - CANCELLATION

1. Safim shall invoice exhibitors for administration costs should they fully or partially cancel their participation via registered letter with acknowledgement of receipt more than 90 days prior to the opening of the event.
2. Safim shall invoice exhibitors for administration costs plus 50% of the rental value of the stand (excluding VAT) should they fully or partially cancel their participation via registered letter with acknowledgement of receipt between the 90th and 60th day prior to the event opening.
3. Safim shall invoice exhibitors for administration costs plus 100% of the rental value of the stand (excluding VAT) should they fully or partially cancel their participation via registered letter with acknowledgement of receipt less than 60 days prior to the opening of the event.
4. If a stand is not occupied at midday the day before the event opening, Safim reserves the right to take back the stand without reimbursement or compensation, notwithstanding any request for damages which may be claimed from the defaulting exhibitor, and to invoice the exhibitor for the full surface area reserved by contract and any ordered services.

## EXTRACTS FROM THE UNIMEV GENERAL REGULATIONS FOR COMMERCIAL EVENTS.

**01.01 Scope** - These regulations are general in nature and apply to all commercial events organised by members of UNIMEV.

**01.02 Management of event organisation** - The organiser alone shall determine the venue, dates, and opening hours of the event, the price for exhibition areas, entrance fees and the registration deadline. It shall establish the list of products and services presented and shall determine the categories of people or companies permitted to exhibit or attend the event.

**01.06 Cancellation or postponement of the event due to force majeure** - The organiser may cancel or postpone the event for any instance of force majeure.

Instances of force majeure, justifying the cancellation or postponement of the event at any time, include any new health, climate, economic, political or social conditions at a local, national or international level that are not reasonably foreseeable when exhibitors are informed of the event and that are beyond the organiser's control, making it impossible for the event to take place or which entail a risk of disturbance or disorder liable to seriously affect the organisation and smooth running of the event or which present a safety risk to property and people.

The outcome for any sums paid if the event is postponed shall be determined in each event's specific regulations.

**02.01 Application form** - Applications to participate shall be submitted using the digital or printed application form produced by the organiser. Neither the issuance of this form nor the encashment by the organiser of a payment shall be considered admission to exhibit.

**02.03 Application admission** - The organiser, or the selection committee it has established, shall examine applications to participate and decide which ones to admit.

The organiser shall be solely responsible for defining and structuring the offer relating to its commercial event. It reserves the right to provisionally or definitively refuse any application to participate that does not meet the required conditions, either with regard to the provisions of the application form, or the terms of the General Regulations for Commercial Events, the specific regulations or the event item list, or in interest of public order and any applicable laws and regulations.

**03.01 Service price** - The price of the service provided to the exhibitor shall be determined by the organiser and may be modified in the event of changes to tax provisions.

**03.03 Registration fee** - The organiser may request the payment of a registration fee in order to cover administration costs for managing an application. This registration fee charged by the organiser may be non-refundable, regardless of whether or not the application is admitted.

**04.01 Management of stand allocation by the organiser** - The organiser shall draw up the event map and is free to allocate stands, taking into account, where possible, the wishes expressed by the exhibitor, the type of products and services presented, its proposed design of the exhibition space, and where necessary, the date of application. The maps communicated and the description of lots shall include dimensions that are as accurate as possible, if the event venue so allows.

**04.03 Impossibility of claiming any rights to a stand** - The exhibitor may under no circumstances claim priority or automatic right to a stand from one session to another. Participation in previous events shall not give the exhibitor any rights arising from said precedence.

**05. 02 UNIMEV charter** - During the installation period, the exhibitor shall comply with the professional charter on health and safety for employees working in parallel during installation and take-down operations for commercial events, adopted by UNIMEV during its general meeting of 2 July 2010, available at <http://www.unimev.fr/>.

**05.06 Respect for site integrity and safety** - The installation of stands must in no way damage or modify the permanent installations of the exhibition venue and must not inconvenience or endanger other exhibitors and visitors. The exhibitor shall bear the cost of any damage that it causes. For this reason, it must take out property damage insurance.

**05.07 Compliance of the exhibition space design** - The exhibitor shall be liable for the specific design of its exhibition space. It must not impede the visibility of any safety signs and equipment, or the visibility of neighbouring stands, and must comply with any provisions or specific regulations from the organiser or host venue and the "Exhibitor Guide" or "Exhibitor Manual".

**05.08 Compliance of materials used** - The materials used for design of the exhibition space, including wall coverings and carpets, must comply with the applicable regulations. The organiser reserves the right to have any non-compliant equipment or installations removed or destroyed at any time, at the expense of the exhibitor.

**05.09 Organiser intervention to remove/modify exhibitor installations** - At its own initiative or at the request of an exhibitor that feels wronged, the organiser reserves the right, before the event opens to the public and during the event, to remove or modify installations that interfere with or impede neighbouring exhibitors or the public, or which fail to comply with the provisions of the specific event regulations or the specific layout maps/plans previously submitted for approval, where applicable.

**06.01 Ban on transferring, subletting or exchanging an exhibition space** - Exhibitors participating in the commercial event are prohibited from transferring, subletting or exchanging any or all of the space allocated by the organiser, whether free of charge or in return for payment.

**06.02 Exhibitor no-show** - Any exhibitor that, for any reason whatsoever, has not taken possession of its exhibition space the day of the event opening, or by the final installation deadline set by the organiser, shall be considered to have relinquished its right to exhibit.

**06.04 Products or services presented** - Unless authorised in writing by the organiser prior to the event, exhibitors may not display any equipment, products or services on their stand other than those listed in the application to participate, in compliance with the list of products and services drawn up by the organiser. Unless specifically stipulated otherwise, displaying and offering second-hand equipment or products is prohibited.

**06.07 Liability of the exhibitor in the event of theft from its exhibition space** - Provision of an exhibition space does not constitute a deposit contract. The organiser may not be held liable in the event of theft from an exhibition area.

### D - INSURANCE

1. SAFIM only takes out Exhibitor Civil Liability insurance on behalf of exhibitors for the duration of the event (Trade Fair or Show). A summary of the guarantees and limits inherent in this contract can be sent out on request.
2. The Exhibitor shall take out, at its own expense, from an Insurance Company that is known to be solvent or from the insurer approved by the organiser:
  - Civil Liability insurance (Operations and Post-Delivery),
  - a Fully Comprehensive Exhibition policy (theft, damages, fire, water, etc.) covering its property throughout the event,
  - any policy it deems useful within the framework of its participation in the event.These policies must include a waiver of recourse against SAFIM and its Insurers.

3. The Exhibitor and its Insurers shall hold SAFIM harmless and refrain from claiming damages.

4. SAFIM is dependent on utility companies for water and electricity and shall not be held liable for any service

interruptions, regardless of how long they may last

**E** - Safim may fully or partially cancel the planned event for one or more days or even a few hours on one or more sites should the premises be completely or partially unavailable due to fire, war, rioting, acts of terrorism or sabotage, attacks, demonstrations of any kind, torrential rain, flooding, storms, extremely strong wind, public disasters such as nuclear explosions, fallen aircraft and spacecraft, etc. This is not an exhaustive list of instances of force majeure. Safim shall not be held liable or be required to pay compensation or damages of any kind in such instances.

**F** - Safim reserves the right to organise one or more evening events during the course of the event. Exhibitors shall be present during the hours established by the Organiser in accordance with Article ... 08.02 of the General Regulations for Commercial Events. Insurance coverage terms and conditions are detailed in the Exhibitor Guide.

**G** - Should these regulations be violated, Safim shall invoice the exhibitor for the costs incurred by Safim for enforcing said regulations (bailliffs, legal costs, etc.).

**H** - Ejection as detailed in Article 07.02 of the UNIMEV General Regulations for Commercial Events shall immediately apply without legal procedures, and in the event of a problem, an ordinance from the Presiding Judge of the Court of Commerce shall be requested based on a petition or in emergency proceedings.

### VERY IMPORTANT INFORMATION:

1. Exhibitors must comply with Marseille Chanut access and movement conditions defined in the regulations. Stands shall be accessible to exhibitors on the days and at the times specified in the "Exhibitor Guide".
2. Exhibitors undertake to only show equipment or products on their stand for which they have obtained exclusive authorisation from the manufacturer or its authorised representative.
3. Any exhibitors performing food and beverage activities must comply with regulations defined in the French Order of 26/09/80 obligating it to declare itself to the department of veterinary services (Direction des Services Vétérinaires) of the Bouches-du-Rhône département, which has the right to carry out inspections at the fair.
4. Exhibitors must comply with Article 28 of French Ordinance No. 86 - 1243 of 01/12/86 concerning freedom of pricing and competition, and the French Order of 03/12/87 concerning price information for consumers.

**06.10 Regulations concerning the distribution and consumption of alcohol** - The sale and consumption of alcohol are permitted, except to minors under 18 years old, and subject to compliance with applicable legislation and the specific event regulations.

**07.02 Organiser right to refuse access or eject any individual** - The organiser reserves the right to refuse access or eject any individual, visitor or exhibitor, whose presence or behaviour are harmful or likely to cause harm to any of the following:

- protected consumer interests or business ethics,
- event safety and security, smooth running or image,
- site integrity.

**08.04 Ban on the sale of access badges by an exhibitor** - The distribution, reproduction or sale of access badges issued by the organiser by an exhibitor in order to make profit is prohibited and may give rise to legal proceedings.

**08.02 Exhibitor presence** - The exhibition space must be permanently occupied by the exhibitor or its representative during the exhibitor opening times (including installation, deliveries and take-down) and during official visitor opening times.

**08.04 Dissemination of information provided by exhibitors** - Exhibitors authorise the organiser to publish any information provided, in digital or printed format, on the event website, in the exhibitor catalogue and any other event publications (visitor guides, wall maps, etc.). The exhibitor hereby issues its approval and is assumed to have obtained the approval of its employees and subcontractors for the use of their image by the organiser during the commercial event.

**08.06 Distribution of promotional materials and products** - Brochures, catalogues, printed publications or objects of any kind may be distributed by exhibitors only in their exhibition space.

**08.09 Shouting and soliciting** - Loud goods promotion and soliciting of any kind are prohibited. Exhibitors must not obstruct or encroach upon aisles in any way, unless the organiser gives exceptional prior written authorisation to do so.

**08.11 Consumer information on no cooling-off period** - In accordance with the provisions of Article L.121-97 of the French consumer code, exhibitors shall use one of the following options to inform their customers and consumers that they are not entitled to a cooling-off period for their purchases:

- using a sign in their exhibition area
- using a notice in their contracts

This absence of a cooling-off period does not apply to consumer credit agreements and contracts resulting from a personal invitation to visit an exhibition space to collect a gift.

**09.03 Declaration and payment of fees to SACEM** - All exhibitors shall pay SACEM license fees if it plays music in its exhibition space for any purpose whatsoever. The organiser declines all responsibility for non-payment.

**09.04 Photographs and filming on the event premises** - Unless authorised in writing by the organiser, photographs and filming, other than of the exhibitor's own stand, are prohibited on the event premises. Accreditation shall serve as written authorisation to take photos or film, provided third party privacy rights are respected.

**10.01 Exhibitor insurance policy** - In addition to insurance covering the objects exhibited and more generally all moveable and other items belonging to them, exhibitors must also take out at their own expense all necessary insurance from their own insurer or from the organiser-approved insurer, to cover risks which they and their employees may incur or to which they expose others. They must produce a certificate to attest to insurance cover upon confirmation of their registration. The organiser shall be held harmless, particularly in the case of loss, theft or damage. When the value of the objects exhibited so justifies, the organiser may stipulate in its specific regulations that said objects must be insured for their real value or based on the estimate of an independent expert.

**11.01 Presence in the exhibition space** - The exhibitor or its representative is required to be present in its exhibition space from the start of take-down until it has been fully cleared.

**11.02 UNIMEV charter** - During the take-down period, the exhibitor shall comply with the professional charter on health and safety for employees working in parallel during installation and take-down operations for commercial events adopted by the UNIMEV during its general meeting of 2 July 2010, available at <http://www.unimev.fr/>.

**11.03 Clearing of the exhibition area** - The exhibition area must be cleared of goods, specific decorations and any decoration waste materials by the exhibitor within the timeframe set by the organiser.

In the event that installations are not taken down by the exhibitor within the established timeframe, the organiser reserves the right to destroy all abandoned installations and goods without being required to refund the exhibitor for their value.

**11.05 Liability for damage to exhibition spaces and equipment provided** - Exhibitors must leave spaces, decorations and equipment placed at their disposal in the condition in which they found them. Exhibitors shall be liable for payment of any damage caused by their installations or goods to equipment, the building or the occupied floor space.

**12.01 Sanction for breaches of regulations** - Any breach of these regulations or any additional specific regulations or the "Exhibitor Guide" or "Exhibitor Manual" drawn up by the organiser may, if necessary, result in the ejection of the offending exhibitor with the assistance of the police. In such a situation, the outstanding balance of the price of the service provided by the organiser shall remain payable without prejudice to any outstanding amounts and any other costs incurred to close the exhibition space.

**12.06 Jurisdiction** - In the event of a dispute, the courts with jurisdiction over the commercial event venue shall have sole jurisdiction. Exceptionally, if a commercial event organised by a company registered in France takes place outside of France, the courts of the location of the organiser's registered office shall be granted jurisdiction.

**13.02 English version of these regulations** - Any difficulties in interpreting the English version of these General Regulations shall be resolved with reference to the French version of the General Regulations.