

# Special Conditions for Participation in U.T.SEC 2020

## 1. Venue, duration, opening hours

Venue: Exhibition Center Nuremberg  
Duration: Wed 4 – Thu 5 March 2020  
Opening hours: Wed 4 – Thu 7 March 2020 8:30 – 18:00 daily

## 2. Not applicable

## 3. Organizer

NürnbergMesse GmbH  
Messezentrum, 90471 Nürnberg, Germany  
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www.utsec.de  
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CEOs: Dr. Roland Fleck, Peter Ottmann  
Registration Number HRB 761 Nürnberg  
Chairman of the Supervisory Board: Albert Füracker, MdL  
Bavarian State Minister of Finance and Regional Identity

## 4. Contractual terms

The terms for participation in U.T.SEC 2020 are the Special and General Conditions for Participation in Fairs and Exhibitions (including Supplementary Agreement), the NürnbergMesse site regulations, the organizational (e.g. exhibitor information), technical (e.g. Online ExhibitorShop) and other conditions notified to the exhibitor before the exhibition begins.

If NürnbergMesse provides additional exhibition services through a ServicePartner in response to a separate order, the general terms and conditions of business of the respective ServicePartner shall prevail over these Special Conditions for Participation in case of discrepancies.

## 5. Admission/Stand space confirmation

See item 2 of the General Conditions for Participation in Fairs and Exhibitions. Cancellation after receipt of the stand space confirmation is governed by item 7 of the General Conditions for Participation in Fairs and Exhibitions. Application for stand space received by NürnbergMesse after 8 January 2020 will not be processed until the applicant has paid the full amount of stand space rental.

## 6. Exhibitors, exhibition goods

Admissible as exhibitors are: manufacturers, importers, wholesalers, representatives and publishers, domestic and foreign, offering only those products and services related to unmanned technologies and security. Products (copies, counterfeits, etc.) that violate the regulations for the protection of industrial property rights in Germany are not admitted.

## 7. Package services

### Premium

#### Services:

##### ● Stand area around 50 m<sup>2</sup>

##### ● Location

- Premium location in Level 0

##### ● Stand construction

The rental price for the duration of the event includes the following furnishings, fittings and equipment:

- Wall system, single-shell, white 2.5 m
- Front cubicle on 3 m Syma Molto 90 system
- Digital printed fabric banner for front wall of cubicle, including sail tracks, 9 m<sup>2</sup>
- Lockable cubicle 3 m<sup>2</sup>
- 16 extension arm spotlights
- 1 counter (Slide 2000)
- 2 tables (70 × 70 white)
- 8 chairs (Tweet, choice of colours)
- 2 bar stools (Miura, choice of colours)
- 2 brochure holders (slat type)
- 2 waste paper baskets
- 2 monitors 48" Smart TV with pedestal
- 3 three-outlet power boards connected load up to 3 kW (AC), electricity use included
- Other elements from the same system can be added to the complete stand rental package for an additional charge

##### ● Cleaning

- Basic cleaning including disposal of carpet protector sheet
- Waste disposal service
- Daily cleaning of stand

##### ● AUMA

##### ● Communication

- 1 × 30-minute slot for keynote at conference
- 1 × 60-minute slot in panel discussion
- 2 × 30-minute slots in forum (minimum 5 participants required)
- 2 × 30-minute slots in demonstration area (minimum 5 participants required)

##### ● ID badges

- 10 × exhibitor badges
- 10 × VIP badges incl. conference attendance, parking permit and business lounge ticket (optional: visit to Enforce Tac, if visitors are from a security agency)
- 100 × permanent tickets for U.T.SEC exhibition area

##### ● Marketing

- Pole position in exhibitor and product database
- Entry in exhibitor and product database
- Entry in exhibition guide
- Your logo in the exhibition guide hall plan
- Signage in rooms with your logo
- Your roll-up at the get-together
- Your full-sized banner on the [utsec.de/en](http://utsec.de/en) home page
- Your advertising in press releases and visitor mailing

### Expo. 18

#### Services:

##### ● Stand area 18 m<sup>2</sup>

##### ● Location

- Location in Level 0

##### ● Stand construction

The rental price for the duration of the event includes the following furnishings, fittings and equipment:

- Wall Syma 30 system, white rear wall and 1 m side wall each side
- Lockable cubicle 2 m<sup>2</sup>
- Backlit display tower at front of stand, height 3 m, top section with digital print on foil, lower section with lockable sliding doors, white sides
- 3 extension arm spotlights
- 43" monitor, for middle section
- 1 counter (Slide)
- 1 table (70 × 70 white)
- 3 chairs (Tweet, choice of colours)
- 1 bar stool (Miura, choice of colours)
- 1 brochure holder (slat type)
- 1 waste paper basket
- 3 three-outlet power boards connected load up to 3 kW (AC), electricity use included
- Other elements from the same system can be added to the complete stand rental package for an additional charge

##### ● Cleaning

- Basic cleaning including disposal of carpet protector sheet
- Waste disposal service
- Daily cleaning of stand

##### ● AUMA

##### ● Communication

- 1 × 30-minute slots in forum (minimum 5 participants required)
- 1 × 30-minute slots in demonstration area (minimum 5 participants required)

##### ● ID badges

- 5 × exhibitor badges
- 50 × permanent tickets for U.T.SEC exhibition area

##### ● Marketing

- Entry in exhibitor and product database
- Entry in exhibition guide

### Expo. 12

#### Services:

##### ● Stand area 12 m<sup>2</sup>

##### ● Location

- Location in Level 0

##### ● Stand construction

The rental price for the duration of the event includes the following furnishings, fittings and equipment:

- Wall Syma 30 system white, rear wall and 1 m side wall each side
- Lockable cubicle 1 m<sup>2</sup>
- Backlit display tower in front of stand, height 3 m, top section with digital print on foil, lower section with lockable sliding doors, white sides
- 43" monitor, for middle section
- 2 extension arm spotlights
- 1 counter (Slide)
- 1 table (70 × 70 white)
- 3 chairs (Tweet, choice of colours)
- 1 brochure holder (slat type)
- 1 waste paper basket
- 2 three-outlet power boards connected load up to 3 kW (AC), electricity use included
- Other elements from the same system can be added to the complete stand rental package for an additional charge

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- **Cleaning**
  - Basic cleaning including disposal of carpet protector sheet
  - Waste disposal service
  - Daily cleaning of stand
- **AUMA**
- **Communication**
  - 1 x 30-minute slot in forum (minimum 5 participants required)
  - 1 x 30-minute slot in demonstration area (minimum 5 participants)
- **ID badges**
  - 5 x exhibitor badges
  - 50 x permanent tickets for U.T.SEC exhibition area
- **Marketing**
  - Entry in exhibitor and product database
  - Entry in exhibition guide

## Expo. 6

### Services:

- **Stand area 6 m<sup>2</sup>**
- **Location**
  - Location in Level 0
- **Stand construction**

The rental price for the duration of the event includes the following furnishings, fittings and equipment:

  - Wall Syma 30 system white, rear wall and 1 m side wall each side
  - Backlit display tower in front of stand, height 3 m, top section with digital print on foil, lower section with lockable sliding doors, white sides
  - 43" Monitor, for middle section
  - 2 extension arm spotlights
  - 1 table (70 x 70 white)
  - 2 chairs (Tweet, choice of colours)
  - 1 brochure holder (slat type)
  - 1 waste paper basket
  - 2 three-outlet power boards connected load up to 3 kW (AC), electricity use included
  - Other elements from the same system can be added to the complete stand rental package for an additional charge
- **Cleaning**
  - Basic cleaning including disposal of carpet protector sheet
  - Waste disposal service
  - Daily cleaning of stand
- **AUMA**
- **Communication**
  - 1 x 30-minute slot in forum (minimum 5 participants required)
  - 1 x 30-minute slot in demonstration area (minimum 5 participants)
- **ID badges**
  - 5 x exhibitor badges
  - 50 x permanent tickets for U.T.SEC exhibition area
- **Marketing**
  - Entry in exhibitor and product database
  - Entry in exhibition guide

### Starter package

#### Services:

- **Stand area 3 m<sup>2</sup>**
- **Location**
  - Location in Level 1
- **Stand construction**

The rental price for the duration of the event includes the following furnishings, fittings and equipment:

  - Counter (Barcelona)
  - Bar stool (Miura, choice of colours)
  - Display column (Barcelona)
  - Digital print on foil for display column
  - 1 three-outlet power board connected load up to 3 kW (AC), electricity use included
  - Other elements from the same system can be added to the complete stand rental package for an additional charge
- **Cleaning**
  - Basic cleaning
  - Waste disposal service
  - Daily cleaning of stand
- **AUMA**
- **ID badges**
  - 2 x exhibitor badges
- **Marketing**
  - Entry in exhibitor and product database
  - Entry in exhibition guide

Early-bird discount I: 10% before 31.8.2019

Early-bird discount II: 5% before 31.10.2019

Closing date: 31.12.2019

Rental includes:

- Hire of the stand space during assembly, exhibition and dismantling.
  - General guarding of the exhibition halls. General lighting of the exhibition halls. General cleaning of the passageways and the exhibition stands.
- An administrative fee of EUR 0.60 per m<sup>2</sup> of stand space in exhibition halls will be charged and remitted to the AUMA (Association of the German Trade Fair Industry).
- The waste disposal service during the event costs 3.50/m<sup>2</sup> and covers the disposal of waste produced by the exhibitor on his stand during the exhibition. The AUMA fee and waste disposal service for the duration are included in the package price and not to be paid separately.

## 8. Complete rental stand

The complete rental stand and its fittings must not be pasted over, nailed, painted or damaged in any way. The exhibitor is liable for damage done during the rental period and will be charged with the costs.

The basic type of complete rental stand can be fitted out additionally in the same system at extra cost.

Respective orders can be carried in the Online ExhibitorShop.

## 9. Payment conditions

Exhibitors may be charged an advance payment of 25% of the expected total rental on **confirmation of the application**.

The full rental less the advance payment will be charged to exhibitors on **confirmation of the stand space**. The advance payment will be reimbursed in case of non-confirmation of the stand.

Any payments are due by the date shown on the respective invoice. All payments are to be made in EURO without charges, quoting invoice number.

If the exhibitor enters a different invoice address on the application form, he authorizes the stated person/company to receive the invoice and other payment requests. This does not exempt the exhibitor from his obligation to pay.

For subsequent changes to the invoice for which the exhibitor is responsible, NürnbergMesse may charge a processing fee of EUR 50.

An entitlement to occupy the allocated stand space exists only after payment of invoices in full. The exhibitor is to provide proof of payment.

The exhibitor agrees to transmission of invoices by the organizer via e-mail (electronic billing). If the exhibitor does not wish to use electronic billing, he or she can object in writing or in text form.

## 10. Insurance

Exhibitors are obliged to make their own adequate insurance arrangements. Insurance for exhibitors (transport and duration of event) is advisable and can be arranged through a collective insurance contract taken out by the organizer.

## 11. Modification

The organizer reserves the right to cancel, postpone or relocate the exhibition, to shorten or lengthen the exhibition, or for technical, official or other in the opinion of the organizer compelling reasons to assign to the exhibitor another space or to modify and reduce the size of the space. A withdrawal from the contract resulting from these actions will not be accepted.

## 12. Assembly and dismantling, passes

Assembly for stand constructor:	Mon 2 March 2020	14:00–22:00
	Tue 3 March 2020	7:00–12:00
Assembly for exhibitors:	Tue 3 March 2020	12:00–20:00
Exhibition stands for which assembly has not commenced by 15:00 on Tuesday, 3 March 2020, will be decorated by the organizer, if they cannot be otherwise disposed of. Costs incurred will be charged to the exhibitor.		
Dismantling:	Thu 5 March 2020	18:00–22:00
	Fri 6 March 2020	7:00–19:00

Access to the halls during assembly and dismantling times is only permitted on display of special passes, which are not valid during the exhibition.

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## 13. Stand design, stand mentoring

### 13.1 Stand design

All stand partition walls, floors, hall walls, pillars, installations, fire-fighting equipment and other permanent hall fixtures must not be pasted over, nailed, painted or damaged in any way.

The exhibitor is liable for damage done and will be charged with the costs. Pillars, installations and fire-fighting equipment within the stand are part of the allotted stand space and must be accessible at all times.

Floor coverings in the stands are only to be fixed with double-sided adhesive tape (following tapes are to be used: tesafix no. 4964).

**The exhibitor agrees to comply with these conditions. Non-compliance may result in claims for damages by the organizer or the neighboring exhibitors affected.**

### 13.2 Stand mentoring

**No dismantling of exhibition stands and/or disposal of products (except patterns, samples and promotional give-aways) before the end of the exhibition)**

The exhibition ends at **18:00** on the last day. Until this time, every exhibitor agrees

- to man his stand space with his stand personnel
- not to hand over products to interested persons (except patterns, samples and promotional give-aways)
- not to start dismantling the exhibition stand

The organizer can impose a contract penalty on the exhibitor for each case of contravention. **The contract penalty amounts to 20% of the net stand rental, subject to a minimum of EUR 2,000.** The organizer also reserves the right to exclude the exhibitor from exhibiting at future U.T.SEC exhibitions.

## 14. Exhibitor passes

The number of exhibitor passes is defined in the package in question. See item 7. These tickets are valid during duration and also during assembling and dismantling time.

## 15. Marketing services for exhibitors (= direct exhibitors)

The organizer provides an **Internet entry** on the exhibition website [www.utsec.de](http://www.utsec.de) for each exhibitor. This entry is activated **approximately one year** – including after the exhibition – and includes the following services:

- Entry of **company name, address, hidden e-mail address and logo**
- Presentation of **5 products or services** with one photo, one film and one text of maximum 4,000 characters per product or service
- Possibility of continuously marking 5 products or services as **new products**
- **Company profile** (maximum 4,000 characters)
- Unrestricted assignment to the **product groups** (list of products)
- **Link** from the exhibition website to the exhibitor's website. The exhibitor connects a **return link**.
- Entry of company name and stand number in the **online floor plans**
- Possibility of continuously **updating** the Internet entry

Other potential marketing services are defined in the package in question.

See item 7.

## 16. Co-exhibitors

Co-exhibitors are companies who appear on the exhibitor's (= direct exhibitor's) stand and present their own products with their own personnel. Their independence must also be recognizable without physical separation.

Co-exhibitors are only admissible if they fulfill the conditions for participation in the event and the information requested on the application form for co-exhibitors has been entered in full.

Co-exhibitors are subject to the same conditions as the exhibitor.

## 17. Participation fee for co-exhibitors

The organizer provides an **entry** on the exhibition website [www.utsec.de](http://www.utsec.de). for each co-exhibitor. This entry is activated **approximately one year** – including after the exhibition.

- See item 15 for services included in entry

The exhibitor agrees to pay a participation fee at a total price of EUR 300 for each co-exhibitor registered by him. This will be charged together with the stand rental or at a later date. No reduction in price can be granted if only parts of the package are used.

## 18. Exhibition priority

An application for exhibition priority for this event has been submitted to the Federal Ministry of Justice. The priority certificate protects certain patent rights until submission of an application to a patent office in Germany or abroad.

## 19. Exhibitor claims, written form, place of fulfillment, jurisdiction

All exhibitor claims against the organizer must be made in writing. The statutory period of limitation begins on the last day of the exhibition. Agreements that deviate from these or supplementary terms must be in writing.

German law and the German text shall prevail.

Place of fulfillment and jurisdiction is Nürnberg. However, the organizer reserves the right to bring his claims before the court of the place at which the exhibitor has his place of business.