



Fur Excellence in Athens

International Fur Fair

31 March - 2 April, 2017

International Fur Fair
Fur Excellence in Athens
30 March – 1 April, 2017

By signing the Application Form for participating to the Exhibition, the interested party, or in the case of the company types Co., Ltd., Inc. their legal representative, is considered only a candidate exhibitor who unconditionally accepts the terms of this Participation and Operation Regulation and the general rules and laws of trade exhibitions.

The interested party further agrees to accept any penalties imposed to him in case of violation of any provision of the regulation according to a decision of Hellenic Association of Furriers' administration board.

The submission of this application form as well as the foreseen payment under no circumstances provide any participation right until a written confirmation has been issued by the Organizer, Hellenic Association of Furriers. The Organizer reserves its rights to reject any application in its absolute discretion and is under no obligation to give any reason therefore. The decision by the Organizer to accept or reject any such application shall be final.

1. Title of Exhibition:

FEA - FUR EXCELLENCE IN ATHENS INTERNATIONAL FUR FAIR

2. Organizers:

The exhibition is organized under the auspices of the Hellenic Association of furriers (HAF) and its organization was assigned to the organizing company ROTA.

3. Venue of exhibition:

Metropolitan Expo, Exhibition Centre at Spata, Attica.

4. Dates and hours of operation:

The exhibition Fur Excellence in Athens 2017 will open with the Gala Fashion Show on Thursday the 30th of March, 2017. It will last three days and will be open from Friday, March 31, 2017 till Sunday, April 2, 2017. Opening hours are from 10:00 to 18:00. Apart the hours of operation, no person is allowed in the exhibition venue.

Entrance is allowed only to visitors related to fur industry.

5. Type of Exhibits:

Natural or legal persons who have products related to the fur market may participate in the exhibition.

Specifically:

Furs and Prêt-à-porter, fur skins, tannage leather and fur, accessories, patterns, equipment, machinery, cleaning, storage and tanning services.

The display of pornographic exhibits or in general exhibits insulting human dignity is prohibited.

The organizer has the right to require the removal of items for which no authorization was given in accordance with the rules of the Exhibition, or items that are not consistent with its aesthetics, at the expense and responsibility of the exhibitor.

If the exhibitor does not comply with the removal order, a fine equal to 10 % of the stand rental fee for each day that these exhibits remain in place is applied.

The organizer may also revoke the permission to participate, if the required conditions are not met.

6. Participation Approval - Payment Terms

We accept applications by interested exhibitors themselves or by an authorized representative **until November 30, 2016 along with the registration fee.** Payments must be made via Bank transfer or by cheque payable to the Organizing Company ROTA. Applications submitted after this date, will be accepted depending on the remaining available space. The registration fee gets doubled after this deadline.

The signed Private Participation Contract shall legally bind the company while implying its unreserved acceptance of the terms of this regulation.

By submitting the application, the exhibitor formally accepts the Exhibition Regulation, the appendices stated in the order form, as well as the provisions of the Police and the relevant Ministries (Ministry of Finance, Ministry of Commerce, etc.).

In order for the Private Participation Contract to be accepted, the organizers shall be paid a price for the space (rental), the additional services and VAT.

The total Participation Fee (Registration fee plus Exhibition space rental) **will be paid to the Organizers as follows:**

A. Upon signing the Application Form, participants must pay the registration fee, which includes participation right and entitlement to the exhibition's catalogue., with Bank transfer to the Organizing Company, ROTA or by cheque payable to ROTA. **Registration fee is not refundable in any case.**

B. Having signed the Application Form and not later than November 30, 2016, participants must pay as a deposit the 25% of the net value of the rental with Bank transfer to the Organizing Company ROTA or by cheque payable to ROTA. **The amount of the deposit is not refundable in any case.**

C. The remaining 75% of the net value of the rental will be paid to the Organizers as follows:

·The 25% until January 15, 2017

PARTICIPATION & OPERATION REGULATIONS

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·The remaining 25% until March 15, 2017.

The VAT amount should be paid by Bank transfer to the Organizing Company ROTA or by cheque payable to ROTA, upon the issue of the invoice, until March 28, 2017, the latest.

All financial issues have to be cleared by March 28, 2017.

D. For an exhibitor to be characterized as **New and Small Company** and be eligible to participate with a maximum stand of 40sqm at the price of 80€/m² must meet all the following criteria:

- a) is a newly established and small business based on declared turnover
- b) is a young entrepreneur
- c) is fur manufacturer and
- d) its application is approved by the board of "Hellenic Association of Furriers"

E. The Hellenic Association of Furriers has the right to offer special prices to its members or any special participation packages to FEA's exhibitors, after approval from its Board Council.

All members of HAF, should have their financial obligations arranged, both for the previous (2016) and for the current (2017) year that the exhibition takes place. New members that registry the year that the exhibition is taking place, are not eligible for any special privilege.

The final acceptance of every Private Participation Contract by the organizer will be contingent upon the payment of participation fee by the applicant exhibitors, in accordance with this paragraph.

Any additional stand equipment is charged to the exhibitor.

The company "Expowork SA", which operates at METROPOLITAN EXPO, provides comprehensive related services that are available to exhibitors when required, with the relevant charges. Exhibitors retain the right to apply for similar services to other companies.

7. Allocation of Stands

The stands will be allocated as follows:

1. The organizing company ROTA, in cooperation with Hellenic Association of Furriers (HAF) will prepare a plan of the exhibition venue, based on the size (sq.m.) of the stands requested by candidate exhibitors. HAF will allocate the stands in accordance with this plan, considering the following:

1a) All financial issues of the exhibitors have to be cleared.

1b) Applications received before the deadline of November 30th, 2016, will be handled with priority at the allocation process regarding the ones that will be submitted after this date.

1c) The allocation of the stands follows a rolling plan. Exhibitors that are placed in front row one year, the next year are placed on the back, the next one in the middle etc, in order for the companies to go through all the possible positions. Companies which don't participate for a year, lose all these rights.

1d) Maximum limit of participation for all companies is **300sq.m.**

1e) Regarding the stand allocation a 4 member committee is defined, consisted by the president of HAF, the 2 vice presidents plus the last president of the previous board council, who can be replaced by one of the 2 previous vice presidents, in order to retain continuity.

HAF is required, within 15 days from the allocation of the stands, to deliver to the Organizer ROTA a) A list with the names and stands of exhibitors b) The private contracts, signed by the exhibitors and c) The checks corresponding to the participation fee for exhibitors.

The acceptance of the Private Participation Contract constitutes proof that the exhibitor has been fully informed about the ceded premises, has found them to his liking and therefore the organizing company bears no responsibility.

The total or partial transfer of the exhibition space allocated to exhibitors is forbidden.

In consultation with HAF, the organizing company reserves the right, in deviation from the agreement for technical or organizational reasons, to assign an exhibitor a stand at a different location of the exhibition venue, change the size of the stand, change its position or close the entrances and exits of the exhibition venue and to make any required change to the layout.

Exhibitors should expect a difference of up to five (5) cm in the dimensions of the stand due to the volume of the partitions. Claims regarding such differences are not considered reasonable by the organizer. Partitions and normal walls, columns, water pipes, fire extinguishers, security lights, decorative plants and other stand equipment are an integral part of the stand. Once the exhibitor accepts the stand, it is assumed that he accepts all that this contains.

The exhibitor should visit the venue before the start of the exhibition, to resolve any technical issues. The organizer is not responsible for technical disputes regarding the venue. The exhibitor may not claim compensation for damages or mistakes in the rental of the stand by the organizing company. Any modification, alteration and in general change of the site (stand) by the exhibitor is strictly prohibited, while the exhibitor is not liable for any damages or losses incurred in this site.

8. Design and layout of stand

The exhibition sites will be available to exhibitors without partition walls/panels, electrical equipment, furniture, etc. Exhibitors are responsible for the design and aesthetic arrangement of their stands and should ensure that the stands have been designed

carefully and tastefully. Any stands that do not meet these conditions will not be accepted by the organizers.

Hellenic Association of Furriers has the right to forbid closed structured stands, according to a decision of its Board Council, which will be announced to the participating exhibitors quite in advance.

The storage of exhibition items and decorative materials and the execution of preparatory and installation works at other stands or in corridors is prohibited. The corridors should always be accessible.

Stands without structures may not use construction elements of the exhibition's structure.

The organizer shall not pay any compensation for damages caused by these actions.

To ensure the optimal functioning of the exhibition, we would like to inform you that:

Any intervention or connection to the networks, without the written consent of the organizing company is strictly prohibited.

Any electrical works executed by the exhibitors must be in accordance with applicable law and are executed under the responsibility of the exhibitor.

The electricians responsible for the stands shall complete and deliver Solemn Declarations to the Construction Company of the exhibitors, attaching a copy of their license, in order to allow the supply of power to their stands.

The arbitrary addition of spotlights and other lighting fixtures without the prior written permission of the exhibition's electrician is also strictly prohibited.

The use of any mediums that may destroy or alter floors, walls, ceilings, windows, etc., the drilling, nailing or hanging or use of walls, the ceiling, doors, columns, floors and any other components and in general any change or intervention to the form, strength and style of the ceded area is prohibited.

The hanging of any objects from the roof and the building elements of the halls or the service networks that run parallel to the ceiling is prohibited. Exhibitors may hang banners from special structures.

The Construction Company is solely responsible for hanging any objects. The hanging of banners and signs is permitted only in areas specifically allocated for this purpose in the exhibition venue.

The covering of the walls of the auxiliary corridors is prohibited.

The use of plasterboard for the construction of the stands is prohibited.

The construction of two-storey stands is prohibited. The affixing of the exhibits, sampling, the movement of people and in general any activity on the roofs of the stands is prohibited.

The execution of works and the use of tools, machinery and materials that can cause damage or harm to the exhibition centre, such as the use of painting compressors, the cutting of wood, plasterboards and other building materials in public areas, corridors, etc. is prohibited.

The execution of works such as cutting wood, and the use of tools and machinery such as painting compressors is only permitted in outdoor areas of the Exhibition Centre.

Any constructions affecting the appearance and functionality of the Exhibition Centre are prohibited.

The drilling into and painting of the banners and the aluminum of the structure is prohibited.

The use of double-sided tape directly on the structural elements without prior placement of masking tape is prohibited.

The use of the WCs or other premises for cleaning brushes and other items is prohibited. Special industrial wash basins are available for these tasks in each hall.

The installation of exhibits or advertising material outside the perimeter of the stands is strictly prohibited.

For custom-made stands, exhibitors should submit a plan of said structure signed by the exhibitor to the Construction Company, during the preparation of the exhibition, and a Solemn Declaration guaranteeing the legal standards of its workmanship and the safety of this construction.

The height of exhibitors' stands shall not exceed 3 meters and that of decorative elements 3.70 m, where permitted. In any case, over the height of 2.5 meters, the side of the structure that is adjacent to other stands must be painted in a neutral colour and the maximum length without open walls or photos, is 5meters. For all the above, a committee is defined that has the responsibility and is consisted from 3 members of the Board Council of Hellenic Association of Furriers.

For any decorative items that exceed 3 meters in height, exhibitors must submit stand plans to the Construction Company, together with a static study, written and signed by an architect or civil engineer, one (1) month before the concession of the use of the site.

Any unauthorized structure or structure that does not meet the requirements of this regulation is removed by the Construction Company at the expense of the Exhibitor.

Exhibitors must take into account and maintain all available fire prevention and fire safety measures for the building (fire extinguishers, fire hoses, etc.), inform on the use of appropriate equipment in all works, strictly comply with the fire points, keep corridors to the emergency exits and the fire points of the building unobstructed.

STAMP & SIGNATURE OF THE LEGAL REPRESENTATIVE

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The electrical panels of the stands should be placed in conspicuous places, with easy access for security reasons. Their installation in rooms that lock or an area with difficult access is prohibited.

The preparation of the stands will take place from Monday, March 27, 2017 (27/03/2017) until Thursday March 30, 2017 (30/03/2017), from 7:00 to 23:00 (except Thursday). All construction works (sanding of materials, painting, etc.) must end until Wednesday 29/03/2017 at 23:00. Entrance of Exhibits is permitted on Thursday, March 30, 2017, from 8:00 till 20:00, whereas the cleaning service begins to clean the exhibition hall.

9. Installation and removal of exhibits

Commencement of installation of exhibits: The stands will be delivered by a scheduled partial unloading of the exhibitors' merchandise, according to a program to be sent by the organizer. The delivery of exhibits is allowed up to 18:00 on the eve of the exhibition. All works in the exhibition area must be completed by 20:00 on the eve of the exhibition. Entrance of exhibits after the official opening of the exhibition and throughout its duration by any exhibitor or any employee or associate of his, is strictly forbidden for any reason.

The entrance of exhibits- products is prohibited after the opening as well as during the Exhibition. Exhibits that carry fur skins that come from prohibited species are not allowed to enter the exhibition in any time.

If a stand remains empty after 15:00 on the eve of the exhibition, and the exhibition organizer has not been notified regarding this until that time, he may allocate the stand elsewhere. The stand can be used or decorated for any other purpose and the exhibitor is obliged to pay the extra costs.

The opening hours on the exhibition preparation days are 7:00 to 23:00. After 23:00, exhibitors and crews may not remain in the exhibition venue. The day prior to the opening they are allowed to stay until 20:00.

Removal of Exhibits: Exhibitors may begin to remove these immediately after the end of the exhibition, until 23:00. The disassembly process may continue on the following day, Monday 3 April 2017 until 23:00 and, until final removal, the exhibitors are responsible for the safekeeping and storage of their exhibits.

Exit of exhibits prior to the official end of the exhibition is allowed only after a special permit by the Organizer and is charged with a fee of 50 euro per item, imposed by the Organizer.

The stands or parts thereof may not be closed or disassembled before that time. A fine equal to 50 % of the stand rent fee is imposed on those who breach this regulation.

After removal of the exhibits, the exhibition venue should be restored to its original condition. Exhibitors are responsible for the restoration or payment of damages caused by negligence, etc.

10. Cancellation of participation

Similarly to the Private Participation Contract, applications for cancellation of participation may only be made in writing and must be justified; however, prospective exhibitors are not refunded any amounts already paid.

The financial conditions for the use of the exhibition sites are indicated on the form of the Private Contract, in paragraph 6 of these Exhibition Participation and Operation Regulations.

The organizer has the right to refuse the delivery of the exhibition site, if the exhibitor has not settled his financial obligations.

In this case, the site is considered freely available and any amounts already paid by the exhibitor are retained as compensation.

In case of bankruptcy, the exhibitor shall immediately notify the Organizer. The Organizer has the right to cancel the contract and use the stand otherwise.

11. Force majeure

The Organizer bears no responsibility in the event of force majeure, interventions by public authorities or other utilities agencies, natural disasters and acts of God.

For an important reason that the Organizer would deem to serve the purpose and success of the exhibition, the organizer has the right to reduce or increase its duration, cancel it completely, change its start and end dates, and vacate or keep temporarily or for longer vacant one or more sections of the exhibition, or the entire exhibition space.

The timely notification of this change to the exhibitors does not give them the right to assert any claims or request the cancellation of their participation. Claims for compensation in such extreme cases or release from the contract will not be accepted.

If for reasons outwith the responsibility of the organizer, the exhibition does not take place, the organizer has the right to require from exhibitors 25 % of the stand rental as compensation.

If the exhibition is interrupted after its start, no rentals or installments are returned.

The opening hours of the exhibition are determined by the organizer, who reserves the right to change these at his discretion for the better functioning of the exhibition. No one can remain in the exhibition venue outside the hours of operation.

12. Staff employed at stands

To ensure the proper service of visitors and the safety of the stands and exhibits during the days of the exhibition, the exhibitor or company representative should appear at the stand

At least half an hour before opening, i.e. at 09:30 and should leave no later than half an hour after closing, by 19:30.

13. Sales

Products may only be displayed and ordered. The retail sale to individuals is strictly prohibited even on the last day of the exhibition. This is a violation of the applicable law, Law K1-1800/2001 Ministry of Development, General Trade, Directorate of Trade Unions.

14. Exhibitor Entrance

Each exhibitor participating in the exhibition will receive a set number of free entry cards for his staff. Every person employed in the exhibition should have a free entry card, which they must bear on a conspicuous place. The cards cannot be used by others. The cards shall be delivered to the exhibitors on the eve of the opening of the exhibition, provided that they have paid the stand price.

15. Advertising

Advertising is only allowed inside the stands leased by exhibitors. Any advertising activity that violates the law and the principles of morality or has an ideological or political content is not permitted in the exhibition.

Advertising with loudspeakers placed in the stands is prohibited. A written permission by the organizer should be given for any other advertising activity. Permission is granted only if the activities do not interfere with the exhibition.

Any attempt to attract visitors inside the exhibition hall (fishing) as well as any kind of unethical or inappropriate behavior against the terms of well meant trade, is strictly prohibited.

16. Photographs and Drawings

The photographing or videotaping of an event or exhibition stands or individual items by the press and the exhibitors shall be allowed only upon approval by the company. In the event of a violation of this regulation, the organizer has the right to demand the film.

For advertising and publishing in the press, the organizer has the right to edit the photographs, drawings and films.

Only camera operators of the media, professional photographers and artists working with the organizers are licensed for this.

17. Exhibitors' private shows - Sound Volume

In the event that a central Daily Show is held by the Organizer, no private show is allowed to take place on the same time.

Only one private show per day is allowed per each exhibitor. Its duration should last up to half an hour, following the foreseen volume restrictions.

The volume level of music must keep strictly within the values specified by the Technical Regulations of the Exhibition venue, i.e. 85db. The sound volume should in no case cause problem to the nearby exhibitors.

For interior shows in the stands, are defined the following:

1. The volume is inspected by the organizer (with special equipment level sound control, the rental cost affects the exhibitor)
2. Is defined a committee with 3 members of the Board Council, that has the responsibility for all the above
3. In case of violation of the rules, power failure will be applied for the total operation of the exhibition and exclusion from the next exhibitions.

Holding a private show in a nearby establishment (inside or out of the exhibition hall) parallel to the exhibition is not allowed.

18. Safeguarding and Security Measures

Overall, the organizer shall ensure the round the clock security of the exhibition halls and sites, but shall bear no responsibility for wear, theft, faults or any damages caused to stands and exhibits during the hours of preparation and dismantling of the exhibition and the removal of exhibits.

These are the responsibility of exhibitors and for this reason, they should draw private insurance policies tailored to their needs, against all risks.

19. Obligations

The organizer arranges for the general supervision of the exhibition venue. However, the organizer is not liable for damages caused to property or injury to persons.

For this reason, the exhibitors will ensure to insure, if they wish, their exhibits and goods against all risks.

However, exhibitors are responsible for any damage to property or injury to persons caused by themselves, their staff or exhibits, regardless of fault. Vis-a-vis the other exhibitors, each exhibitor is considered a third party.

20. Heating - Electricity

The organizer arranges for the heating and power supply of the exhibition venue. Exhibitors are responsible for all damages and costs arising within their stands from the uncontrolled use of the electricity network. The organizer

is not liable for any power cut or interruption or for individual connections.

21. Cleanliness

During the opening hours of the exhibition, the organizer will ensure the cleanliness of the venue, halls, corridors and common areas, like stands (except for shelves, cabinets, special constructions, etc.)

The exhibition venue will be cleaned after the opening hours of the exhibition.

22. Jurisdiction

The Parties agree that the place of fulfillment of all the obligations described in the contract is Athens.

The organizer will undertake all efforts to assist exhibitors. However, for the benefit of all those involved great attention should be given to the regulation for exhibitors.

In cases of serious breaches of the exhibition regulation, the organizing company reserves the right to immediately exclude the offender from the exhibition. In such cases the exhibitor has no right to compensation.

Any problems during the exhibition shall be resolved by the organizing company, only after a name-bearing written complaint and after the opening hours. The exhibitor against whom a complaint is made is entitled to take cognizance of its content.

The organizer is empowered to decide on any question or dispute that may arise and for which no provision is made in this Regulation.

Failure to comply with the conditions of exhibition regulation, all of which are essential, entitle the organizer to instruct the exhibition security to close the stand or remove the exhibits without further notice.

In the event that violation of the conditions of exhibition regulation has been observed, the administration board of Hellenic Association of Furriers has the right, further to the penalties foreseen in this regulation to exclude the violator from participating in a future exhibition.

GENERAL CONDITIONS

The organizer has the right to close the stands of exhibitors who violate the regulation.

The stands must be rented only to the participant. Subletting or assignment of use to third parties is prohibited. The exhibitor agrees to indemnify the organizers and bears all liability vis-à-vis the owners of the exhibition centre or any public authority and vis-à-vis any other participant, relevant to any complaint, costs or claims resulting from acts or omissions of the accused or his representative or persons who have been in his service.

Exhibitors and all persons employed by them are responsible for their own safety and for any physical damage caused to the exhibition by any cause.

They must comply with all terms of this contract, the regulations of the exhibition and police regulations throughout the duration of the exhibition.

By signing the participation application, exhibitors and all persons they employ directly or indirectly, recognize and accept the binding nature and validity of these terms of participation and of the exhibition regulation and are obliged to faithfully implement its provisions and to comply with the instructions and guidance of the organizer for the smooth and seamless operation of the exhibition.

The organizers cannot be held responsible for:

- a) total or partial black-outs or public utility interruptions due to external or technical factors,
- b) fires
- c) natural disasters,
- d) acts of God,
- e) any accident caused by the above.

In case of any doubt or dispute on a matter not covered by the participation terms and the exhibition regulation, the final decision will be taken by the organizer.

The courts of Athens hold jurisdiction in the event of litigations. In the event of differences due to the language of the text, the Greek text is considered the official and precise text.

STAMP & SIGNATURE OF THE LEGAL REPRESENTATIVE