



Messezentrum Salzburg / Halle 1  
20. – 22. April 2012

Please send  
this page via Fax to: +43 (0) 6232-65 63 65  
or via post to: Messen CMW – Peter Lindpointner GmbH,  
Ahornweg 22, A-5311 Innerschwand/Mondsee, Tel.: +43 (0) 6232-65 63

Internal notation of the fair authorities:			
HP:	EG:	D:	A:

Exhibitors' data for the tasting catalogue	Billing address: (only if different from the exhibitors' list )
Company Name:	Company Name:
Listing in the exhibitors' list (from A to Z): Listing letter:___	Street:
Street:	Post code, City:
Post Code, City:	UID-No.
Country:	Consultant (Person responsible for the fair appearance):
Tel:	Name:
Fax:	Mobile:
Company E-Mail:	Fax:
Internet:	E-Mail:

**Country:** \_\_\_\_\_

Käse    Speck/Salami    Trüffel    Antipasti/Pesto    Öle/Essig  
 Honig    Schokolade    Kaffee    Marmelade    Geschirr/Gläser

Please state your products for the exhibitor's list. Please declare changes at least until 40 days before the fair. (If space is insufficient, please fill in an extra sheet)  
Max. 460 figures incl. space characters!

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Exhibitor's ID:** up to 6sqm 2 pcs., up to 12sqm 4 pcs., free of charge, for every 10sqm more, 2 more ID's. We order \_\_\_\_\_ pieces of exhibitor's identity cards! (Not conferrable – for exhibition stand staff only). Every extra identity card à € 40,00

**Single registration fee of € 95,00**  
this is charged per exhibitor. For this obligatory registration fee an amount of € 140,- netto is levied. With one or several more co-exhibitors at one stand, this registration fee is levied for each additional co-exhibitor. Please fill in one registration form per co-exhibitor. Thank you!

Yes, we are co-exhibitors with the following company \_\_\_\_\_

Desired exhibition space (surface incl. partition)	Space in sqm approx.	Complete stand solution:
<input type="checkbox"/> <b>Row booth – 1 side open</b> € 75,-/sqm from 6 sqm desired exhibition space		Surface incl. partition, 1 high table & 2 bar stools, 2 shelves, fascias, 1 info desk, carpet, 1 refrigerator, spotlights ( 2 for 6sqm; 3 for 9sqm and 12sqm)
<input type="checkbox"/> <b>All-inclusive price for corner booth at the end of a row:</b> will be calculated once per application € 99,- per registration		<b>Desired Colour of Carpet:</b> <input type="checkbox"/> grey <input type="checkbox"/> green <input type="checkbox"/> red <input type="checkbox"/> blue <input type="checkbox"/> additional charge for graphic face plate: € 35,- letters: _____
<input type="checkbox"/> <b>Head booth – 3 sides open</b> € 94,-/sqm from 18 sqm desired exhibition space		<input type="checkbox"/> <b>6 sqm area incl. complete stand solution</b> à € 899,- <input type="checkbox"/> as corner booth once in addition à € 99,-
<input type="checkbox"/> <b>Island booth – 4 sides open</b> € 103,-/sqm from 36 sqm desired exhibition space		<input type="checkbox"/> <b>9sqm surface incl. complete stand</b> à € 1290,- <input type="checkbox"/> as corner booth once in addition à € 99,-
<input type="checkbox"/> <b>Desk presentation : 4 sqm</b> € 380,00 <input type="checkbox"/> area incl. information desk		<input type="checkbox"/> <b>12sqm surface incl. complete stand</b> à € 1455,- <input type="checkbox"/> as corner booth once in addition à € 99,-
		<b>Stand suggestion: Hall:</b> _____ <b>Stand No.:</b> _____ (only with retention or with previous telephone inquiry)

**Power consumption:**  yes  no

<input type="checkbox"/> single connection fee incl. consumption up to	½ KW connected load	€ 97,00
<input type="checkbox"/> single connection fee incl. consumption up to	1 KW connected load	€ 110,00
<input type="checkbox"/> single connection fee incl. consumption up to	2 KW connected load	€ 136,00
<input type="checkbox"/> single connection fee incl. Consumption up to	3 KW connected load	€ 219,00
<input type="checkbox"/> We require more than 3KW connected load:	_____ KW connected load price on inquiry	

If nothing is suggested, YES with ½ KW always is assumed. Power connection loads, which are not announced until 14 days before the fair, automatically will be calculated with ½ KW.

All prices are quoted excl. of 20% VAT and 1% contract fee. By submitting this application, the exhibitor accepts all conditions of contract (see appendix or overleaf)

\_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_  
City Date

\_\_\_\_\_  
Company stamp/ signature

## Conditions of Business

1. The exhibitor undertakes to accept these conditions on application. The application commits the exhibitor to participate in the fair.
2. **Rental conditions** for stalls differ with each fair, every part of ½ square metre will be calculated as a whole. Prices are quoted on the front of this application form. The price per square metre in the open air for outdoor presentations is 50% of the indoor prices. Prices are exclusive of 20% VAT (for events within Austria), 19% for events within Germany and exclusive of 1% contract tax (for applications within Austria). Each applicant pays an application tax which is listed on the front page. This also applies to any co-exhibitor at an exhibition stall.
3. The fair organizers decide on the acceptability of the applicant. Each event is arranged in accordance with set criteria which are laid down in the conditions of this leaflet. The applicant is obliged to give accurate information as to the format of his or her presentation which has to comply with the overall style of the fair. The organizers are under no obligation to list the participants in the events brochure.
4. **Terms:** 6 weeks before the starting date of the fair. Cancellation fees: 30% up to 6 weeks before the start date from the date of the application, 100% from 6 weeks before the start date of the event. In case of cancellation the contract tax has to be paid (1% of the net stall rental), as this will be paid to the tax office on closure of the contract (which is equal to a confirmation of the order) by the organizers. This fee is non-refundable by the tax office. The prices are quoted as net prices; i.e. without taxes.
5. Applications may be refused by the organizers if it is known that fees for other events are still outstanding or that any kind of insolvency hearing is pending against the applicant.
6. The organizers have the right to cancel the event up to six weeks before the start of the fair. In the case of any disaster beyond the organizers' control shortly before or during the event, the organizers have the right to cancel or interrupt the proceedings. After an appropriate assessment of the situation, any reimbursements will be made either in part, in total, or not at all.
7. Special information about erecting, dismantling and decorating, as well as regulations imposed by the proprietors of the buildings, have to be complied with by the exhibitor. Damages from disregarding the regulations are charged to the exhibitor by the organizer. Regulations specified by the organizers and other enterprises regarding the installation of the stall must be observed by all exhibitors, also the fire regulations and regulations set by the events authorities. In general, only fire retardant materials are permitted. Driving within the exhibition compound is limited, special transport and heavy goods vehicles above 3.5 tonnes have to be registered with the organizers on application.
8. The organizers are not obliged to pay for insurance and are not liable for any exhibits or decorations, except in cases of special concessions that have been made in writing.
9. In cases where the exhibitor intends to advertise his products beyond his stall but within the exhibition area, it is imperative for him to obtain written permission from the organizers. Every exhibitor promises not to impair the presentation work of adjacent exhibitors and the organizers.
10. The organizers are entitled to take photographs or film within the exhibition compound and to give permission to the media to do likewise. The organizers have the right to decide on the use of the exhibition without any limitations.
11. In order to comply with the general character of the exhibition, the exhibitor promises to keep his stall and the area around it in optically good and also in clean condition. Supervision of the compound and the stalls is regulated by the conditions of business. The stalls will not be cleaned by the organizers, but they will be responsible for cleaning the walkways between the stalls. Where the car parks for exhibitors are not combined with the visitors' car parks, they have been separately laid out. We recommend the use of these in order to free up the visitors' car parks. Exhibition passes are not transferable and are only to be used by the stall personnel. Contravening this regulation will entitle the organizers to the full entrance fee, in cash, per each exhibition pass. For up to 6 sqm 2 exhibitors ID's are free of charge, up to 12 sqm 4 ID's per application are free; for every 10 sqm beyond this the exhibitor will receive two more passes. Each further pass will cost € 22.-.
12. The exhibitors agree for the organizers to process the given data regarding businesses and personal data and to pass them on to third parties where this is in the interest of the event (e.g. exhibition catalogue: obtainable by each visitor). Only Austrian law is applicable, the court is in Wels.
13. **Closing date for applications:** 1 month before start date of the fair.
14. **Stall sites:** these will be considered in the order of the application and in accordance with the wishes of the exhibitors. Bankruptcy sales or similar sales will not be permitted out of consideration for the other exhibitors. Installation of the stall: this has to be completed one hour before the start of the fair by the exhibitor.  
**Dismantling:** the stall may only be taken down after the official finish of the fair. This also applies to the removal of the merchandise and decorations, otherwise a fine of € 300,- will be imposed.  
Approaching customers: customers may not be approached either at an adjacent stand or at the entrance, at the cash desks or in the free area around the fair, in the interest of all exhibitors. According to the owners of the buildings exhibitors are not permitted to fix nails or screws into the wall or to damage the walls, wood or similar materials.  
Size of the stall areas: the organizers prescribe a minimum size (see front page).
15. **The rental fee for wine fairs includes:** side walls to the neighbouring stall (except desk presentations and surfaces less than 6 sqm), rear walls only to the neighbouring stall, floor in accordance with the description laid down in the exhibition information!  
Glasses washing gangway: Your own glasses (in a basket 40x40x24cm) as well as the rented glass of Schott Zwiesel will be washed free of charge. Also included is mineral water by Gasteiner (as long as stocks last), all inclusive-stalls (complete stalls): these fair stalls will be completely installed by the organizer and handed over to the exhibitor before the start of the fair. Description of all-inclusive-stalls see front page.
16. **Other conditions:** The sale of products is generally permitted. Free hand-outs and tasting of products to visitors are envisaged. Only registered products can be exhibited and sold. Products which have been nominated for the exhibition catalogue are those which are regarded as part of the programme. Strong smelling cheeses are generally not permitted in the exhibition hall. Exhibitors who display strong smelling cheeses may only be sited in the foyer. If, in spite of this, an exhibitor is in the hall with strong smelling cheese (assessment is made by the organizers), he or she will be re-positioned in the foyer as he had been allocated a place on the assessment of non-smelling cheese. This will be executed either during the fair or even before the fair! The exhibitor is obliged to accept the newly allocated site. If there is no room left in the foyer, it may not be possible to allocate him any other site in the exhibition area. In such a case, he will be reimbursed with 70% of the stall charges.

**Organiser:** Messen CMW - Peter Lindpointner GmbH, Ahornweg 22, A-5311 Innerschwand am Mondsee, Tel. +43/6232/6563 FAX: DW65, E-mail: [office@cmw.at](mailto:office@cmw.at), Commercial Registry Number FN 309066i, ATU 64117823

Stand March 2011



Messezentrum Salzburg / Halle 1  
20. – 22. April 2012



Please send this page via Fax to: +43 (0) 6232-65 63 65  
or via post to: Messen CMW – Peter Lindpointner GmbH,  
Ahornweg 22, A-5311 Innerschwand/Mondsee, Tel.: +43 (0) 6232-65 63

We need all printing data 4 weeks before the fair starts. Please mail to [office@cmw.at](mailto:office@cmw.at) or send it via post to the address of the organizer!

Internal notation of the fair authorities:  
EG:

<b>Billing address – Exhibitor:</b>		<b>for the logistic:</b>	
Company name:		Hall:	
Street:		Stand/booth No.:	
Postal code, Town:			
Tel:		<b>Consultant (Person responsible for the fair arrangements):</b>	
Fax:		Name:	
Company E-Mail:		Mobile:	
Internet:		E-Mail:	

Years of experience have taught us that the success of the fair also depends on the extent of your advertising. We would be happy to furnish you with details about possible advertisements for the „Wine Fair Salzburg“ 2012.

**Yes, we would like to book** advertising strategies marked below, during the „Wine Fair Salzburg“ 2012.

<input type="checkbox"/> <b>POSTCARDS for dispatch to your costumers:</b> With short information about the fair. As long stock lasts. Please contact us, if you need a larger quantity.	We order: _____ pieces
<input type="checkbox"/> <b>ADVERTISING BROCHURES:</b> Brochures free of charge, with information about the fair, for the dispatch to the customers. As long stock lasts. Please contact us, if you need a larger quantity.	We order: _____ pieces
<input type="checkbox"/> <b>FREE TICKETS for your costumers:</b> These entitle your customers to free day entry. You will only be invoiced for used free tickets after the fair. Since the name and address of your customers will have been registered beforehand, it is possible to trace those customers who have used the free entry ticket.	We order: _____ pieces
<input type="checkbox"/> <b>DISCOUNTED TICKETS for your costumers:</b> These customers purchase their day ticket at the reduced rate of -50%. Only used discounted tickets will be billed to you after the fair. Since the name and address of your customers will have been registered beforehand, it is possible to trace those customers who have used the free entry ticket.	We order: _____ pieces
<input type="checkbox"/> <b>ADVERTISEMENTS in the tasting catalogue:</b> Approximately 2.500 copies and online at <a href="http://www.weinmesse.at">www.weinmesse.at</a> The prices apply to: printable PDF, complete advertisement on electronic media.  Please ad your company logo and texts to your coupon.	<input type="checkbox"/> ¼ page H 46 x W 148 mm € 165,-* <input type="checkbox"/> ½ page H 100 x W 148 mm € 350,-* <input type="checkbox"/> 1 page H 210 x W 148 mm € 660,-* <input type="checkbox"/> Coupon H 35 x W 90 mm € 130,-*
<input type="checkbox"/> <b>YOUR LOGO activation in the tasting catalogue – 4C</b> (1 x with the mention, 1 x with the hall plan) Number of copies ca. 2.500. and online at <a href="http://www.weinmesse.at">www.weinmesse.at</a> . Prices apply to complete electronic media.	€ 35,-*
<input type="checkbox"/> <b>SUPPLEMENT TO THE TICKET</b> Visitors to the fair will receive information about your company at the entrance. (Max. A6) excl. production costs for the supplement!	€ 99,-*
<input type="checkbox"/> <b>DISTRIBUTION OF ADVERTISING MATERIAL</b> (prices excl. of personnel costs, excl. advertising material – for max. 3 people) Distribute brochures and/or samples in the fair hall (except from open- air ground & parking lots) by your own employees.	€ 120,-*
<input type="checkbox"/> <b>ADVERTISEMENT ON THE BACK OF THE TICKET:</b> This area will be assigned one time. Dimension 50mm x 80mm	€ 120,-*

Prices are excl. of 20% VAT. With all prices marked \*, the legal advertising delivery of 5% is levied in addition to VAT. Conditions of Business (see order form) are binding and are accepted by your signature. All products are only available as long as stocks (space) last! Advertising pamphlets, free tickets and discounted tickets will be sent to you approx. 4 weeks before the fair. The organizers reserve the right to refuse an order.

\_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_  
City Date Company stamp/ signature