

# VDMA Pavilion

at

## Vision China Shanghai 2019 (part of Laser World of Photonics China 2019)

20<sup>th</sup> – 22<sup>nd</sup> March 2019  
Shanghai New International Expo Centre (SNIEC) Shanghai

Organizer:

**GMECS**

Official Service Provider of Mechanical Engineering Industry Association

Hosts:



## All-inclusive exhibition package

Vision China Shanghai 2019 will take place at the Shanghai New International Expo Centre (SNIEC), Shanghai, from 20. – 22. March 2019. It is one of the leading exhibitions in the machine vision and imaging components and solutions in China.

Vision China Shanghai 2019 is part of LASER World of PHOTONICS CHINA, Asia's leading photonics exhibition. It revolves around innovative products as well as their industrial solutions and applications, which reflect actual developments in the industry around the world. China is a rapidly growing market. Demand for industrial lasers and optical systems is increasing, presenting the photonics industry with a great deal of potential.

In 2018, in total of 55,872 visitors came to the LASER World of PHOTONICS CHINA. 190 local and as well as international companies from 14 countries joined and exhibited at Vision China Shanghai 2018. During the exhibition show, a two and half day conference discussing about machine vision technology and application takes place and attracts numerous industry experts.

Together with the VDMA Robotics + Automation sector, VDMA China will offer for the 1st time a VDMA Pavilion at Vision China Shanghai 2019 in order to increase visibility and presence of European VDMA member companies at the show. VDMA China offers you an all-inclusive exhibition package. With this package, you can exhibit at the show under a shared roof with the branding of VDMA, a professional pavilion design and support by an experienced team. Exhibitors will have the chance to present their companies and technologies in front of an interested audience and media during the exhibition.

## Our Services

|  |   |
|--|---|
| <p><b>Facilities</b></p> <ul style="list-style-type: none"> <li>■ 9m<sup>2</sup> of stand space (minimum required space)</li> <li>■ Booth construction with carpet</li> <li>■ Furnishings (for a 9 m<sup>2</sup> booth: 1 table, 4 chairs, reception counter incl. chair, lockable sideboard)</li> <li>■ Individual digital printing of company name on wall partition</li> <li>■ Lighting</li> <li>■ Electrical connection incl. consumption</li> </ul> | <p><b>Operations</b></p> <ul style="list-style-type: none"> <li>■ Basic listing of exhibitor in printed exhibition catalog</li> <li>■ Organizational support by an experienced trade fair team</li> <li>■ Use of VDMA booth area (e.g. for meetings)</li> <li>■ Free exhibitor + visitor passes</li> <li>■ Daily cleaning and waste disposal</li> </ul> |
| <p><b>Activities and Marketing</b></p> <ul style="list-style-type: none"> <li>■ Media Coverage</li> <li>■ VDMA WeChat platform exposure</li> </ul>   |   |
| <p>Additional items for your booth can be chosen from our optional items list and will be additionally invoiced.</p>   |   |

## Price for all-inclusive exhibition package (9m<sup>2</sup>)

**RMB 38,700** excl. VAT  
*(VDMA member price)*

Please return via E-Mail to: **Yvonne.xu@chinavdma.org**  
Application Deadline: **21<sup>st</sup> September 2018**

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## Application Form

### Participation in VDMA Pavilion at Vision China Shanghai 2019

**LASER World of PHOTONIC CHINA 2019**

**20. – 22. March 2019, SNIEC Shanghai**

Company name: \_\_\_\_\_

Contact person: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_

E-Mail: \_\_\_\_\_

**The minimum booking package is 9 m<sup>2</sup>. The booking of additional m<sup>2</sup> is possible.**

**We hereby confirm the booking of the all-inclusive exhibition package (min. 9 m<sup>2</sup>) within the pavilion:**

VDMA member: \_\_\_\_\_ m<sup>2</sup> x RMB 4,300 per m<sup>2</sup> Total costs: RMB \_\_\_\_\_

**Important notes:**

- The deposit amount of 60% needs to be paid within 14 days in order to ensure your position. You will receive an invoice upon application.
- Prices are excl. 3% VAT.

***We accept all items of the enclosed General Terms and Special Conditions of Participation.***

\_\_\_\_\_  
Date/Place

\_\_\_\_\_  
Company stamp and authorized signature (Exhibitor)

\_\_\_\_\_  
Date/Place

\_\_\_\_\_  
Company stamp and authorized signature (German Mechanical Engineering Commercial Services (Beijing) Co., Ltd. Shanghai Branch Office)

## General Terms

### Contractual principles and supplementary provisions

#### 1.1 Organizer is:

German Mechanical Engineering Commercial Services (Beijing) Co., Ltd. Shanghai Branch Office in cooperation with VDMA Shanghai Representative Office;  
Room 1802, SOHO Donghai Plaza,  
No.299, Tongren Road, Shanghai, 200040, P.R. China  
Tel.: +86 21 6248 8029  
Fax: +86 21 6248 9851  
- Hereinafter referred to VDMA China-

1.2 The contractual relationship between the applicant or exhibitor and the VDMA China is regulated by these „General Terms“, the „Special Conditions of Participation“, the „Application Form“, the terms and conditions of the organizer and the remaining provisions, which go up to the exhibitors separately. Regularization in the application form and the Special Conditions of participation take precedence over these General Conditions.

### 2 Registration and Approval

2.1 Application for participation is solely carried out through the timely submission of the completed and signed mandatory registration form at VDMA China with acknowledgment of these terms and conditions. The application is mandatory regardless of the approval (application form also signed by VDMA China), conditions and reservations in the application are not allowed and will be hold not effective.

2.2 The closing date for the relative event is shown in the Special Conditions of Participation.

2.3 The receipt of Application will be confirmed by the VDMA China liaison office in writing. The Application and the confirmation of receipt shall not be entitled to admission or to a specific size and location of the stand. In particular, VDMA China can make reductions in registered space, if the available exhibition space is over-subscribed.

2.4 The applicant shall be admitted:

- in accordance with the existing exhibition space and
- if he meets the pre-conditions mentioned in these “General Conditions” and the “Special Terms and conditions” and
- if his exhibits comply with the overall scope and concept of the company association exhibition.

2.5 Companies that have not fulfilled their financial obligations from previous events, can be excluded from admission.

2.6 By sending the admission of registration the contract between the VDMA China and the exhibitor is completed. The authorization will be accompanied by a plan indicating the location and dimensions of the stand. The VDMA China is not liable for any differences in size and any slight differences between planned and actual size of the object.

2.7 VDMA China may assign another one than the issuer in the authorization provided exhibition space, in case,

- this is required to preserve the overall picture, when the renting is not all of the exhibition space offered by VDMA China,
- and the exhibitor will be provided a stand space that is on the location and size substantially the same weight.

Should VDMA China be forced to displace or change the individual exhibition stand or entrances, exits in case that is beyond his representative, such as official orders or instructions from the trade fair and exhibition management be forced, therefore there is no claim for that.

2.8 After approval of the registration and the obligation by VDMA China the payment of participation fee remains obligatory, even if the exhibitor is not or not fully satisfied on the part of the competent authorities, the exhibits are not arrived in time (e.g. through loss, transport or customs delay), or not arrived at all at the event, or visas for the exhibitor or his representatives are not available on time.

2.9 Stands will be handed over to the exhibitor or his agent by agreement with the VDMA China before the event. Stands, which are not adapted from the exhibitor or its agent in accordance with the agreement, can be used as available, without the exhibitors are being able to make demands beyond the rights contained in paragraph 7.

2.10 VDMA China is entitled to revoke the approval if it was issued on the basis of false or omitted information or the conditions for approval are not applicable.

### 3 Sub-exhibitor

3.1 Stand space will be basically allocated as a whole space only to one co-contractor. It is only authorized in accordance with previous approval in writing by VDMA China that the co-contractor (Sub-exhibitor) appointed by exhibitor before can be admitted to use the stand space of him. VDMA China shall only grant approval if the eligible companies in consideration have acknowledged all terms and conditions in writing. Sub-exhibitors are subject to the same conditions as the main exhibitor.

3.2 The main exhibitor is liable for the negligence of its sub-exhibitors and their agents as for its own negligence and fault of his agents. This is similarly applied to vicarious agents. Main and sub-exhibitors are liable to the VDMA China and severally liable.

### 4 Deadline and conditions of payment

4.1 By registering for participation a down payment on the estimated amount of participation fee is payable and should be remitted to German Mechanical Engineering Commercial Services (Beijing) Co., Ltd. Shanghai Branch Office (GMECS) in RMB, the amount is in the Special Conditions for Participation determined.

4.2 After receiving the invoice of the participation fee the total amount less the deposit paid on the date specified in the Special Conditions for Participation is due.

4.3 All invoice amounts shall be transferred free of charge to the in the invoice specified account without any deduction, quoting the invoice number.

4.4 Despite a reminder and despite if the payment has not arrived before deadline, VDMA China is entitled to rescind the contract, and to regulate the stand space otherwise and make the legal consequences set out in section 7.

### 5 Assignment, compensation, right of retention

The assignment of claims against VDMA China is excluded. Compensation claim and retention are excluded, unless it is an undisputed or legally enforceable claim against China before VDMA.

### 6 Resignation and non-attendance

6.1 VDMA China is entitled to rescind the contract if the assets of the exhibitor of the opening of the insolvency or bankruptcy is requested, inform the exhibitor VDMA China without delay.

6.2 A withdrawal of the exhibitor's contract generally does not relieve the latter from his contractual obligations

6.3 Withdrawal by the Applicant is until the closing date possible. If the authorization is granted, then paragraph 6.4 will be hold. If an applicant resigns after the deadline date but before approval, he will forfeit the deposit, maximum of 500, -Euro, unless the applicant demonstrates that there is no damage at

all or in much lower extent.

- 6.4 After admission, regardless of the deadline date, a withdrawal or reduction of stand space by the Exhibitor is not possible anymore. Should the applicant nevertheless resign the stand space allocated to him to occupy, so he will have
- To pay 100% of the participation fee, in case the stand space by the VDMA China cannot be rented to another
  - To pay 25% of the participation fee, but at least 1000, - Euro, if the stand space can be rented otherwise.
- 6.5 Withdrawal by the exhibitor (6.2 to 6.3) or the waiver of the stand space allocated (Section 6.4) will become effective upon receipt of a written declaration by the VDMA Liaison Office of China.
- 6.6 The exhibitor will have the right to demonstrate to VDMA China that no damage or only a much smaller damage exists.

## 7 Stand equipment, design and lettering

Equipment, design and lettering of the individual stand are a matter for each exhibitor, even if they exceed the services stipulated in the „Special Conditions“ of the VDMA China. The building regulations at the venue and the construction guidelines are prevail for the type of design.

The exhibitor is required to have agreement with the VDMA China for his design measure. A stand design, which does not meet applicable building provisions or the construction lines can be changed or removed by the VDMA China at the expense of the exhibitor.

## 8 Allocation costs

Apportionment costs for electricity, water or food consumption might occur at the stand. An invoice for the costs incurred will be shown to be issued after completion of the exhibition.

## 9 Exhibits / stand personnel

All exhibits are to be listed individually and with the exact model. Flammable, strong doors, or exhibits, associated with loud noise, may be issued only after prior approval by VDMA China.

A direct sale (sales to individual visitors) is not permitted.

The exhibitor is obliged to provide a specialized professional stand for the entire event.

The pursuit of intellectual property rights (including trademarks, designs and patents) is the responsibility of the exhibitor. The organizers are especially not liable for damage to exhibitors which have occurred due to violation of other exhibitors. The VDMA in China is to help on-site and give reasonable opportunities in matters of question in evidence, especially with contacting the fair management, making inspections or recordings (photos if necessary) of the exhibit.

## 10 Transportation, erection and dismantling of exhibits and stand equipment

The transport of exhibits to the exhibition stand and back, the storage of empties, the use of lifting and handling systems, the deployment of personnel for packing and unpacking, setting up the exhibits and their disassembly, repacking and other associated activities are exclusively the responsibility of the exhibitor. Any liability of the VDMA China is hereby excluded.

## 11 Insurance and Liability

- 11.1 Insurance of exhibits against all risks during transportation and during the event, particularly against damage, theft etc. are the matters of the exhibitor.
- 11.2 The exhibitor is liable for all damages due to its participation in the exhibition caused by third parties, including damage caused to buildings at the exhibition site and its facilities as well as the architecture of the pavilion.

- 11.3 VDMA China assumes no liability for property damage and personal injury, unless his legal representatives or its agents can prove him intent or gross negligence. Hereby it rests for exhibitor to submit the burden of proof.

- 11.4 VDMA China is not liable for the damage to the exhibits and their removal. The Exhibitor also exempt expressly VDMA China with the eventual recognition of this condition from any damage claimed by third parties.

## 12 Circular

The exhibitors will be informed according to the allocation of stand space by circular on questions of preparation and implementation of community participation. Consequences arising from non-observance of this circular is the sole responsibility of the exhibitor.

## 13 Caveat

- 13.1 Regulations and terms of references of the competent authorities of the host country, including the organizer of the fair or exhibition, which deviates from these terms and conditions or cause additional restrictions shall always prevail. VDMA China is not liable for damages and other losses that arise to the exhibitor.

- 13.2 VDMA China is entitled to postpone, curtail, extend or cancel as well as temporarily suspend or permanently in individual parts or completely close, if required by unforeseen events such as force majeure, natural disasters, war, riots, strikes, failure or obstruction of traffic and / or communication links. The exhibitor is not entitled to compensation for any resulting damages in the event of any postponement, shortening, extension, suspension or termination. As a result of such a measure if the exhibitor loses the interest in participating and he therefore waived the assignment of his allotted space, he can withdraw from the contract. The resignation must be declared in writing after notice of the change. For the obligation of the issuer applies in this case, see Section 6.3. In the event of a cancellation of the event or community involvement VDMA China is not liable for damages or for other losses that arise to the exhibitor.

Community participation may in particular be cancelled at any time by VDMA China, if the connected number of exhibitors against the number of the confirmation of approval from the attached plan apparently reduced, regardless of whether it is retroactive cancellations or perceived non-binding reservations. VDMA China is obliged to inform the exhibitor immediately of this fact.

## 14 Warranty

The VDMA China is to be informed immediately about complaints in writing of any possible deficiency of services which are warranted, so that the VDMA China can remedy deficiencies. Later complaints cannot be considered and lead to claims against VDMA China.

## 15 Final Determination

- 15.1 Regarding the participation of post-settled with the scope of services is on the „Special Exhibiting Conditions“ referenced.
- 15.2 If the exhibitor has issued the VDMA China paid services beyond the scope of the „Special Conditions of Participation“, the incurred costs shall be charged to him.
- 15.3 Application law/jurisdiction: The law of China is applicable. Jurisdiction is Beijing.
- 15.5 The contract and its amendments must be in writing. Should any of the foregoing conditions be invalid, for the rest shall be effective nonetheless. These should be designed so that meaning and purpose of the contract will remain.
- 15.6 All claims from exhibitor against the VDMA China expire with 6 months. The limitation period begins with the end of the month in which the final day of the event is.

## Special Conditions of Participation

Organizer of private sector in community participation

German Mechanical Engineering Commercial Services (Beijing) Co., Ltd. Shanghai Branch Office (GMECS)  
Room 1802, SOHO Donghai Plaza,  
No.299, Tongren Road, Shanghai, 200040, P.R. China  
Tel.: +86 21 6248 8029  
Fax: +86 21 6248 9851

### 1. Prices of participation

RMB 4300 every m<sup>2</sup> for VDMA-Member (Minimum: 9m<sup>2</sup>)

### 2. Services

All materials and facilities are available to the exhibitors for the duration of the exhibition on a rental basis and should not be damaged in any case. Damaged components shall be repaired or replaced at the expense of the exhibitor. The participation fee includes the following services:

#### 2.1 Exhibitor space including stand basic facilities:

- Stand space in the exhibition hall
- Booth construction with carpet
- 1 reception desk and 1 chair
- 1 lockable sideboard
- 1 table and 4 chairs
- Individual digital printing of company name on wall partition
- Lighting
- Electrical connection incl. consumption
- 1 trash can

#### 2.2 General services

- Standardized design of stand with "VDMA" motif.
- Technical and organizational support of the exhibitors before and during the event by VDMA personnel.

### 4. Run duration

Build-up: according to organizer  
Exhibition: 20. – 22. March 2019  
Dismantling: according to organizer

### 5. Stand allowance

Exhibitors will be informed of the approval about the size and location of the stands. This is mandatory.

### 6. Frame design

The graphic, design and architectural planning of the company stands which are in excess of the extent of price-settled services are exhibitors' matter and must be submitted for approval of GMECS Beijing Co., Ltd. Shanghai Branch Office. To ensure consistent framing, a stand building company is given for the stand build and art design.

### 7. Conditions of payment

The payment is to be made in two installments. 60% of the participation fee plus 3% VAT in RMB should be transferred to GMECS (Beijing) Co., Ltd. Shanghai Branch Office within 14 days after the written and confirmed application. The second installment of 40% participation fee plus 3% VAT should be paid latest two weeks after the end of the show. The respective pro-forma invoices will be sent to you.

**Account no.:** 457267762911

**Account owner:** German Mechanical Engineering Commercial Services (Beijing) Co., Ltd. Shanghai Branch Office

**Bank name:** Bank of China, Shanghai Branch Hua Shan Road Sub-branch

**SWIFT Code:** BKCH CN BJ 300

**Bank address:** No.65, West Yan'an Road, Jing'an District, Shanghai 200040 China

### 8. Transport

Due to organizational reasons and the interest of exhibitors a suitable express company is proposed for the transport management. Transportation is not included in the service scope.

### 9. Company data

The computer-based recording, storage and disclosure of corporate information to third parties is approved.

### 10. Insurance

According to the rules the exhibitor is to the end of event of all relevant insurances obligated. A taking-over of this performance by GMECS (Beijing) Co., Ltd. Shanghai Branch Office cannot be carried out.