



analytica China 2012

16-18 OCTOBER, 2012, SHANGHAI NEW INTERNATIONAL EXPO CENTRE

Project No: 400606

**Deadline for
Application**

31 Dec.2011

Exhibitor (main exhibitor)

Company (English)

Address

Country/City/Postal Code

Telephone

Fax

Website

Managing Director

Contact

Position

Mobile phone

E-mail

(1)Manufacturer (2)Dealer (3)Importer (4)Distributor (5)Service Company (multiple entries possible)

Under which country would you like to be included in the statistics:

Branch Country

Headquarters

Please specify country:

Company Name for promotion, (only if name differs from above) :

Indoor Raw Space (Min. 18 sqm)

Raw Space	Early bird price Until 31 Dec.	Normal price	Hall sqm
18 - 35sqm	EUR 265/sqm	EUR 295/sqm	
36 - 71sqm	EUR 239/sqm	EUR 266/sqm	
≥ 72 sqm	EUR 226/sqm	EUR 251/sqm	

Shell Scheme Price (9 - 17 sqm)

Stand Package	Early bird price Until 31 Dec.	Normal price	Hall sqm
Premium	EUR 320/sqm	EUR 350/sqm	
Eminence (Min 18 sqm)	EUR 360/sqm	EUR 390/sqm	
Showcase	EUR 350/sqm	EUR 380/sqm	
Complimentary furniture:	Premium: Square table*1, Leather arm chair*3, Lockable cupboard*1, Waste paper basket*1, spotlight*3, socket*1, Fascia and logo		
	Eminence (Min 18 sqm) : Square table*1, Leather arm chair*3, Lockable cupboard*1, Folding door*1, Waste paper basket*1, spotlight*3, socket*1, Logo and digital print in mesh		
	Showcase: Square table*1, Leather arm chair*2, Tall showcase*1, Table showcase*1, Waste paper basket*1, spotlight*3, socket*1, Fascia		

For further shell scheme, advertisement and sponsor package, welcome to inquire,

Office website: www.a-c.cn; Tel: +86-021-20205500 (Shanghai office) +86-0755-33358733 (Shenzhen office)

Promotion Packages

Package A EUR 315

- 1/2P company profile in fair Catalogue
- 300 - word introduction and one picture in "analytica-world news" (Printing, VOL. Jun. or VOL. Oct.)
- Press releases in Email Direct Mailing (2 issues)

Package B EUR 715

- Package A
- One product picture (black and white) in Fair Catalogue
- 1/3P 4C advertisement in analytica-world news (Printing, VOL. Jun. or VOL. Oct.)
- Navigation banner in Email Direct Mailing (1 issue)

Package C EUR 1030

- Package A
- 1/2P 4C advertisement in Fair Catalogue
- 1/3P company profile and one picture in "analytica-world news" (Printing, VOL. Jun. or VOL. Oct.)
- Content banner in Email Direct Mailing (1 issue)

Package D EUR 1550

- Package A
- 1P 4C advertisement in Fair Catalogue
- 1/2P 4C advertisement in "analytica-world news" (Printing, VOL. Jun. or VOL. Oct.)
- Navigation banner at official website (one month)

Total:

This application form is only valid in conjunction with:

1. Submission before Dec.31st, 2011 with copy of your company's business license;
2. A down payment of 35% of the participation fee to organizer within 30days after registration. The balance should be paid before 31 July 2012.
3. After application, compensation shall be charged when withdraw from the exhibition: Earlier than 8 weeks before the show - 20% of contracted amount; within 8 weeks before the show - 25% of contracted amount; within 4 weeks before the show - 100% of contracted amount
4. Please take notice that the attached Participation Terms A and B as well as the Technical Guidelines are recognized as legally binding in all parts.

City and Date

Company stamp and legally binding signature

MMI (Shanghai) Co., Ltd.

Tel: ++86-21 2020 5500 , Fax: +86-21 2020 5688, 2020 5699 , Email: ac@mmi-shanghai.com



analytica China 2012

16-18 OCTOBER, 2012, SHANGHAI NEW INTERNATIONAL EXPO CENTRE

Project No: 400606

**Deadline for
Application**
31 Dec.2011

Please complete and submit the attachment together with this application form.

Index of Products and Services (Attachment to analytica China 2012 application form)

Important: Completion of this form is mandatory

Company (English):

Member of the following trade associations:

Co-exhibitors (Name and Country):

We shall be presenting exhibits and/or services which come under the following product group(s) in the analytica China 2012 product index:

- | | | | |
|--|---|--|--|
| <p>1. Applications</p> <ul style="list-style-type: none"> <input type="checkbox"/> 1.1 Industrial analysis <input type="checkbox"/> 1.2 Manufacturing chemistry <input type="checkbox"/> 1.3 Foodstuff analysis <input type="checkbox"/> 1.4 Environmental analysis <input type="checkbox"/> 1.5 Solids analysis <input type="checkbox"/> 1.6 Surfaces, thin coatings <input type="checkbox"/> 1.7 Special applications | <p>4. Information and services</p> <ul style="list-style-type: none"> <input type="checkbox"/> 4.1 Specialized information, databases <input type="checkbox"/> 4.2 Literature <input type="checkbox"/> 4.3 Patents, license agencies <input type="checkbox"/> 4.4 Further education and training <input type="checkbox"/> 4.5 Contract research and development <input type="checkbox"/> 4.6 Contract analysis <input type="checkbox"/> 4.7 Waste disposal and recycling | <ul style="list-style-type: none"> <input type="checkbox"/> 6.4 Reagents for water analysis <input type="checkbox"/> 6.5 Reagents for genetic engineering <input type="checkbox"/> 6.6 Certified reference materials <input type="checkbox"/> 6.7 Other reagents <input type="checkbox"/> 6.8 Chemicals <input type="checkbox"/> 6.9 Bulk chemicals <input type="checkbox"/> 6.10 Fine chemical <input type="checkbox"/> 6.11 Isotopes | |
| <p>2. Analysis</p> <ul style="list-style-type: none"> <input type="checkbox"/> 2.1 Analysis equipment <input type="checkbox"/> 2.2 Chromatography <input type="checkbox"/> 2.3 Chromatography accessories <input type="checkbox"/> 2.4 Spectroscopes <input type="checkbox"/> 2.5 Spectroscopy accessories <input type="checkbox"/> 2.6 Photometers <input type="checkbox"/> 2.7 Detectors <input type="checkbox"/> 2.8 Microscopes and optical image processing <input type="checkbox"/> 2.9 Accessories for microscopy and optical image processing <input type="checkbox"/> 2.10 Optical analysis equipment <input type="checkbox"/> 2.11 Linked systems <input type="checkbox"/> 2.12 Microwave systems | <p>5. Laboratory apparatus</p> <ul style="list-style-type: none"> <input type="checkbox"/> 5.1 Laboratory equipment and machines <input type="checkbox"/> 5.1.1 Thermal equipment <input type="checkbox"/> 5.1.2 Mechanical equipment <input type="checkbox"/> 5.1.3 Isolating technology <input type="checkbox"/> 5.1.4 Reaction equipment <input type="checkbox"/> 5.1.5 Dosing systems <input type="checkbox"/> 5.1.6 Balances <input type="checkbox"/> 5.1.7 Laboratory automation equipment <input type="checkbox"/> 5.1.8 Laboratory equipment <input type="checkbox"/> 5.1.9 Accessories <input type="checkbox"/> 5.2 Laboratory data systems and documentation and software <input type="checkbox"/> 5.3 Image analysis and processing <input type="checkbox"/> 5.4 Laboratory technology and equipment <input type="checkbox"/> 5.4.1 Gas technology <input type="checkbox"/> 5.4.2 Safety technology <input type="checkbox"/> 5.4.3 Pumps, conveyors and connectors <input type="checkbox"/> 5.4.4 Cleaning equipment <input type="checkbox"/> 5.4.5 Drying equipment <input type="checkbox"/> 5.4.6 Supplies and consumables <input type="checkbox"/> 5.4.7 Laboratory facilities <input type="checkbox"/> 5.4.8 Vendor products <input type="checkbox"/> 5.4.9 Laboratory services, miscellaneous <input type="checkbox"/> 5.4.10 Technical Service | <p>7. Biotechnology</p> <ul style="list-style-type: none"> <input type="checkbox"/> 7.1 Biotechnology applications <input type="checkbox"/> 7.2 Procedures <input type="checkbox"/> 7.3 Electrophoresis <input type="checkbox"/> 7.4 Equipment for biotechnology <input type="checkbox"/> 7.5 Antibodies <input type="checkbox"/> 7.6 Substances, cultures <input type="checkbox"/> 7.7 Biosensors <input type="checkbox"/> 7.8 Biocomputing <input type="checkbox"/> 7.9 Biochemicals <input type="checkbox"/> 7.10 Laboratory technology for biotech and the life sciences <input type="checkbox"/> 7.12 Nanotechnology / Microsystems Technology <input type="checkbox"/> 7.13 Genomics <input type="checkbox"/> 7.14 Proteomics <input type="checkbox"/> 7.15 Sterilization technology <input type="checkbox"/> 7.16 Bioprocess engineer <input type="checkbox"/> 7.17 Information and services | |
| <p>3. Test and measurement and quality Control</p> <ul style="list-style-type: none"> <input type="checkbox"/> 3.1 Measuring/testing of geometric parameters <input type="checkbox"/> 3.2 Mechanical parameters <input type="checkbox"/> 3.3 Physical parameters <input type="checkbox"/> 3.4 Time and time-based parameters <input type="checkbox"/> 3.5 Thermal units <input type="checkbox"/> 3.6 Electrical parameters <input type="checkbox"/> 3.7 Optical parameters <input type="checkbox"/> 3.8 Radioactive parameters <input type="checkbox"/> 3.9 Chemical and biological parameters <input type="checkbox"/> 3.10 Materials testing <input type="checkbox"/> 3.11 Software for quality assessment | <p>6. Reagents, chemicals</p> <ul style="list-style-type: none"> <input type="checkbox"/> 6.1 Reagents/analyzers for chemistry <input type="checkbox"/> 6.2 Reagents/analyzers for clinical chemistry <input type="checkbox"/> 6.3 Reagents for foodstuff analysis | <p>8. Medicine / public health</p> <ul style="list-style-type: none"> <input type="checkbox"/> 8.1 Diagnostics <input type="checkbox"/> 8.2 Diagnostic equipment <input type="checkbox"/> 8.3 Assays and kits | |
| <p>If you have specified more than one main group, please state here where your principal emphasis lies:</p> | | | <p>9. Start-up Forum</p> <ul style="list-style-type: none"> <input type="checkbox"/> 9.1 Technology transfer <input type="checkbox"/> 9.2 Innovation consulting <input type="checkbox"/> 9.3 Financial services/risk capital <input type="checkbox"/> 9.4 Joint ventures <input type="checkbox"/> 9.5 Consulting for new companies/marketing Consulting <input type="checkbox"/> 9.6 Job center |

What sector does your company belong to?

- | | | |
|--|--|---|
| <ul style="list-style-type: none"> <input type="checkbox"/> Bio-medical science <input type="checkbox"/> Chemistry and chemical industry <input type="checkbox"/> Education, Scientific & Research Institute <input type="checkbox"/> Foodstuff <input type="checkbox"/> Medical, clinical chemistry <input type="checkbox"/> Electronics, semiconductor <input type="checkbox"/> Environmental resources | <ul style="list-style-type: none"> <input type="checkbox"/> Testing and quarantine <input type="checkbox"/> Construction and safety of laboratory <input type="checkbox"/> Material <input type="checkbox"/> Online analysis technology and equipments <input type="checkbox"/> Machinery manufacturing <input type="checkbox"/> Energy source, petroleum chemical <input type="checkbox"/> Reagent and accessories | <ul style="list-style-type: none"> <input type="checkbox"/> Disease control and prevention <input type="checkbox"/> Textile <input type="checkbox"/> Software and certification <input type="checkbox"/> Agriculture <input type="checkbox"/> Steel, metallurgy <input type="checkbox"/> Aeronautics and astronautics <input type="checkbox"/> Others (please specify) _____ |
|--|--|---|

General Terms of Participation (A)

TECHNICAL GUIDELINES

(SHANGHAI)

A 1 Application

All potential exhibitors wishing to take part in the event must express their wish to do so by fully completing and signing the "Application" form and submitting it to MMI-SH by the application deadline (see B1). With the application, exhibitors express to MMI-SH their serious interest in taking part in the event as exhibitors. All exhibits must be described precisely on the application form. Co-exhibitors and additionally represented companies must be named on the application form. The same particulars must be specified as for the exhibitor. Incomplete applications cannot be considered.

This application procedure does not apply to organizers of joint stands. They are not exhibitors as defined by the Terms of Participation.

A 2 Eligible exhibits and exhibitors

The Participation Conditions A and B as well as the Technical Guidelines are accepted as legally binding with submission of application documents. The application of the exhibitor represents the contractual offer. The admission or rejection will be confirmed to the exhibitor in writing in due time. Admission cannot be transferred.

The contract between MMI-SH and the exhibitor is concluded with the admission. According to this contract, MMI-SH is authorized to assign a stand area to an exhibitor, which might deviate from the information in the registration unless these deviations are unacceptable for the exhibitor. A deviation is considered acceptable if MMI-SH does not receive the exhibitor's rejection of the assignment of the stand area within one week. If an exhibitor rejects a stand area before the deadline and the assigned stand area is unacceptable for the exhibitor, the exhibitor can demand that MMI-SH assign him an acceptable stand area. If MMI-SH does not comply with the demand within an appropriate time period, the exhibitor can withdraw from the contract. The exhibitor does not have any more far-reaching rights. Exhibitors do not have a legal claim to admission unless such a claim results from the law. Exhibitors who have not fulfilled their financial obligations to MMI-SH, e.g., in respect of previous events, or have infringed the regulations governing the use of the event grounds, or the terms of participation, may be excluded from admission. MMI-SH is entitled to withdraw from the contract or to terminate the contractual relationship without notice if admission was based on incorrect or incomplete statements by the exhibitor, or if, at a later date, the exhibitor no longer fulfils the conditions for admission. Only declared and admitted articles shall be exhibited. MMI-SH has the right to remove any other exhibits at the exhibitor's risk and expense.

Hired or leased articles shall not be exhibited. MMI-SH is entitled to remove such objects at the exhibitor's risk and expense. An exception is made in the case of objects which are not part of the exhibitor's range of goods, but which are required for their display (e.g. for demonstration purposes). Co-exhibitors shall not be admitted, nor additional organizations represented, unless expressly specified in the notice of admission. MMI-SH may exclude specific exhibition objects from the admission and link the admission with conditions. The exhibitor's reservations, conditions, and particular wishes (e.g. regarding location, exclusion of competitors, stand construction or design) will be taken into account only if expressly confirmed in the notice of admission. Space will be allocated according to MMI-SH's requirements and the prevailing conditions, and in accordance with the classification system for the trade fair as applied by MMI-SH at its own discretion, and not according to the order in which applications are received.

A 3 Rental contract

The rental contract comes into force when MMI-SH has notified the exhibitor in writing that he is admitted. This generally occurs when layout planning has been completed.

The allocation of the other stands, in particular of neighbouring stands, can change by the time the trade fair opens. MMI-SH is also entitled to relocate or close entrances to and exits from the trade fair grounds and halls, and to make other structural alterations.

Exhibitors cannot make claims against MMI-SH because of such changes.

MMI-SH may also subsequently, ie, after the rental contract and the stand assignment have come into force, change space allocations, and in particular change the location, type, dimensions and size of the exhibition area rented by the exhibitor, insofar as this is necessary for reasons of safety or public order, or because the trade fair is oversubscribed and further exhibitors must be admitted or because changes in assignments of exhibition space ensure that the facilities and space required for the trade fair are used more efficiently. However, such subsequent changes may not exceed the scope which the exhibitor can reasonably be expected to accept. Should such subsequent changes result in a lower participation fee, the difference in amount will be refunded to the exhibitor. Further claims against MMI-SH are excluded.

If exhibitors cannot use their stand space or are impaired in the use of their stand because they have infringed legal or official regulations or the Terms of Participation A and B or the Technical Guidelines, they are nevertheless obliged to pay the participation fee in full and to pay MMI-SH compensation for all damage caused by themselves, their legal representatives or employees; exhibitors are not entitled to cancel or terminate the contract unless the law specifically entitles them to do so.

A 4 Co-exhibitors and additionally represented companies

A co-exhibitor is one who presents his own goods or services, using his own staff, at the stand of another exhibitor (the main exhibitor). This definition includes group companies and subsidiaries. Agents and representatives are not admitted as co-exhibitors.

In the case of an exhibitor who is also a manufacturer, an additionally represented company is any other company whose goods or services are offered by the exhibitor.

If an exhibitor who is a distributor displays not only the products of one manufacturer but also goods and services of other companies, then these count as additionally represented companies. Admission of the exhibitor does not mean that a contract exists between MMI-SH and the co-exhibitors or other companies he represents. Co-exhibitors are admitted against payment. This also applies to additionally represented companies if specified in the Special Terms of Participation B. The exhibitor must make this payment.

The amount can also be invoiced subsequently by MMI-SH.

The exhibitor is responsible for ensuring that his co-exhibitors and other companies he represents comply with the Terms of Participation A and B, the Technical Guidelines as well as the instructions of the Trade Fair Management. The exhibitor is liable for the debts and negligence of his co-exhibitors or additionally represented companies as if they were his own. If co-exhibitors make direct use of MMI-SH services, MMI-SH is entitled to invoice the exhibitor for these services. He is jointly and severally liable. The exhibitor may not move, exchange or share his stand, nor surrender it either in part or in whole to third parties, without MMI-SH's prior written consent.

A 5 Cancelling the contract

If the location, type, dimensions or size of the exhibition area rented by the exhibitor are subsequently changed so much that the exhibitor can no longer be reasonably expected to accept the exhibition area, the exhibitor is entitled to withdraw from the rental contract within one week of receiving written notification by MMI-SH. Otherwise, apart from the statutory rights to withdraw from the contract, the exhibitor has no right to withdraw from this contract. If the exhibitor states that he is withdrawing from the contract, this means – regardless whether he has the right to withdraw from the contract or not – that he is renouncing once and for all his intention to take part in the trade fair. If the exhibitor states that he is withdrawing from the contract and thus renounces once and for all his intention to take part in the trade fair, MMI-SH is entitled to re-let the stand area or use it itself without being obliged to do so, even if the exhibitor has no right to withdraw from the contract. MMI-SH's right to claim further damages remains unaffected. The exhibitor can demand that the flat-rate compensation be reduced if he proves that MMI-SH has sustained less damage.

MMI-SH is entitled to withdraw from the contract if the exhibitor fails to meet his financial obligations to MMI-SH on time, MMI-SH has extended the deadline by 5 days and this deadline for payment has not been met. This applies especially if the exhibitor is in default of payments for the down payment of 30% for the projected participation price. MMI-SH is also entitled to withdraw from the contract if the exhibitor neglects his duty arising from this contract to respect MMI-SH's rights, objects of legal protection and interests and MMI-SH can no longer reasonably be expected to adhere to the contract. In the aforementioned cases MMI-SH is entitled not only to withdraw from the contract but also to demand from the exhibitor the agreed participation fee as flat-rate compensation. MMI-SH's right to claim further damages remains unaffected. The exhibitor can demand that the flat-rate compensation be reduced if he proves that MMI-SH has sustained less damage.

Following issued acknowledgement, compensation shall be charged when withdraw from the exhibition. Earlier than 8 weeks before the show - 20% of contracted amount.

Within 8 weeks before the show - 25% of contracted amount.

Within 4 weeks before the show - 100% of contracted amount.

A 6 Force majeure, cancellation of the event

If MMI-SH is compelled, as a result of force majeure or other circumstances beyond its control (eg, failure of the power supply), to vacate one or more exhibition areas, temporarily or for longer periods, or to postpone or curtail the trade fair, the exhibitors do not thereby acquire the right to withdraw or cancel, nor do they have any other claims against MMI-SH, in particular claims for damages. If MMI-SH cancels the event because it cannot hold the event as a result of force majeure or other circumstances beyond its control, or because it has become unreasonable for MMI-SH to hold the event, MMI-SH is not liable for damages and disadvantages to exhibitors arising from the cancellation of the event.

A 7 Participation fees

The participation fees are calculated in accordance with the rates specified in the Special Terms of Participation (see Part B "Participation fees"). Each square metre or part thereof will be included in full in the calculation, the floor area always being considered rectangular, without taking account of projections, supports, service connections and the like.

The applicant shall pay 35% of the projected participation price shortly after his application. This first payment will be refunded if the applicant is not admitted to the trade fair, but will be forfeited if unilaterally the applicant withdraws totally from the undertaking. The exhibitor shall receive a debit note for the remainder of the participation price after stand assignment. Payment of the amount stated in the debit note is due immediately unless other payment deadlines are stated in the debit note. The final invoice will be sent to the exhibitor after the full payment. Payment of the participation price as well as payment for admitting co-exhibitors is a prerequisite for occupation of the exhibition area. If exhibitors have ordered MMI-SH services, MMI-SH is entitled to withhold such services, including the supply of electricity, water, compressed air, etc., until the exhibitor has fulfilled his financial obligations to MMI-SH. This applies in particular to obligations arising from previous events. Terms and conditions of payment are in accordance with the Special Terms of Participation (see Part B "Terms and conditions of payment"). In order to secure MMI-SH's claims arising from the rental. The exhibitor must inform MMI-SH at any time about the ownership of articles, which are exhibited or to be exhibited. The exhibitor hereby irrevocably authorizes MMI-SH that, if an exhibitor does not meet his financial obligations, MMI-SH can detain the exhibits and stand fittings and, at the exhibitor's expense, sell them at public auction or privately.

MMI-SH does not accept liability for damage to exhibits and stand fittings detained under this clause, unless MMI-SH is guilty of intent or gross negligence.

Upon special application by the exhibitor, the participation price and/or the payment for the admittance of co-exhibitors can be invoiced to a third party. As prerequisites, the third party must declare acceptance of the obligation or promise to pay the amount owed to MMI-SH, and MMI-SH must declare its agreement with such.

A 8 Warranty

Complaints about any defects in the stand or exhibition area are to be made in writing to MMI-SH immediately on occupying the exhibition area, and at the latest on the last day for stand assembly, so that MMI-SH can remedy such defects. Later complaints cannot be considered and cannot give rise to claims against MMI-SH.

A 9 Liability and insurance

MMI-SH is liable for personal injury (damage arising from injury to life, body or health) caused by neglect of duty for which MMI-SH, its legal representatives or employees are responsible, as well as for other damage caused by intentional or grave breach of duty by MMI-SH, its legal representatives or employees. MMI-SH is also liable for any damage caused by grave breach of cardinal duties by MMI-SH, its legal representatives or employees. In these cases MMI-SH is liable only if the damage is typical damage and not consequential damage and then only up to 5 times the net participation fee, at most, however, USD 100,000 per claim. MMI-SH is under no circumstances liable for damage to or loss of goods brought to the trade fair by the exhibitor or the stand fittings or furnishings. In this case, it is immaterial whether such damage or loss occurs before, during or after the trade fair. The same applies to vehicles left on the trade fair grounds by exhibitors, their employees or representatives. For his part, the exhibitor is liable for any culpable damage to persons or property caused by him, his employees, representatives and exhibitors and their exhibition articles or exhibition installations and equipment. Each exhibitor is obligated to take out suitable insurance with sufficient insurance coverage with an insurer registered in China and to pay the premiums incurred (including insurance tax) in good time.

A 10 Photography, filming, video recording, and sketching

Only persons authorised by MMI-SH and in possession of a valid MMI-SH pass may film, photograph, or make sketches or video recordings in the exhibition halls. Under no circumstances may photographic or other images or recordings be made of other exhibitors' stands. If this rule is infringed, MMI-SH can demand that the recorded material be surrendered and take legal steps to achieve this end. Photographs of stands which are to be taken outside normal opening hours and need special lighting require MMI-SH's prior consent. Such photographs require the main ring circuit to be switched on by the hall electrician. The exhibitor will be charged the costs incurred, insofar as they are not borne by the photographer.

MMI-SH is entitled to have photographs, drawings, films and video recordings made of events at the trade fair, of stands and exhibits, and to use them for advertising or general press publications.

A 11 Catering, deliveries to stands

Only companies approved for the event grounds may supply exhibition stands with food, beverages and/or flowers. Deliveries to exhibition stands are only permitted with restrictions. MMI-SH is authorized to allow deliveries to stands only at certain times.

A 12 Intellectual property rights

MMI-SH expects exhibitors to respect the intellectual property rights of other exhibitors. If it is proved to MMI-SH, by presentation of a court decision, that an exhibitor has infringed the intellectual property rights of another exhibitor with the articles on display, printed papers, advertising materials, or otherwise, then MMI-SH is entitled, although not obliged, to remove from the offender's stand the exhibits, printed matter, or advertising material causing such infringement and to impound them until the end of the trade fair, to close the offender's stand, and/or to expel him and his staff from the trade fair grounds. MMI-SH is also entitled to exclude the offender from future trade fairs. If such measures prove unjustified, no claim for damages can be made against MMI-SH, unless the latter is guilty of gross negligence or wrongful intent.

A 13 Exhibitors' passes

For the time in which the trade fair is held, the exhibitor receives a number of free exhibitors' passes as specified in the Special Terms of Participation. Any additional exhibitors' passes requested are charged for. All exhibitors' passes are numbered and the passes are not transferable. Exhibitors' passes must not be given away or sold to unauthorised third parties, e.g. to persons or companies who wish to offer goods for sale or to render services at the trade fair centre without corresponding authorisation from MMI-SH. Exhibitors' passes are issued only after payment of the participation fee, and the remuneration for the admission of any co-exhibitors.

A 14 Assembly, staffing and dismantling of stand

The dates for assembly and dismantling, specified in the Special Terms of Participation, must be observed. Stands not occupied by the last day for assembly may be disposed of as MMI-SH sees fit.

Exhibitors admitted to the fair undertake to participate in the event. The stand must be properly equipped and staffed by qualified personnel throughout the trade fair during the prescribed opening hours. Particular attention should be paid to ensuring that the stand is already fully staffed when the trade fair opens. Exhibitors are not permitted to remove trade fair goods or dismantle their stands before the trade fair closes. If they break this rule, MMI-SH is entitled to demand a penalty of RMB4,050.

MMI-SH is entitled to exclude from future trade fairs any exhibitor whose stand is staffed by insufficiently qualified personnel during the trade fair's opening hours, who exhibits an incomplete range of goods or goods not admitted to the trade fair, who vacates or clears his stand before the end of the trade fair, or who otherwise infringes the Terms of Participation, without prejudice to MMI-SH's right to cancel the contract in accordance with Section A 5 or to a claim for all costs thereby incurred by MMI-SH.

A 15 Verbal agreements

All verbal agreements, individual and special arrangements are valid only with MMI-SH's written confirmation.

A 16 Regulations for use

Exhibitors must comply strictly with the building and use rules for the event grounds. Exhibitors are not permitted to spend the night in the halls or on the open-air grounds. Exhibitors must take the other participants in the event into consideration, must not act contrary to public policy and must not misuse their participation in the event for ideological, political or other purposes which have nothing to do with the event.

A 17 Period of limitation, period of exclusion

All the exhibitor's claims against MMI-SH arising from the stand rental, and all legal proceedings in connection therewith lapse after a period of six months. This period of limitation starts at the end of the month in which the closing date of the fair falls. Notwithstanding the provisions set out in Clause A 8, any complaints about invoices are to be made in writing within a period of exclusion amounting to 14 days following receipt of the invoice concerned.

A 18 Place of performance, applicable law

If the exhibitor is a legal person under China law, Shanghai shall be the place of performance, also for all financial obligations. Only China law shall apply.

A 19 Jurisdiction, arbitration agreement

The following shall apply to exhibitors incorporated in PR China: If the exhibitor is a legal person under China law, the Shanghai courts shall have jurisdiction. MMI-SH is also entitled, if it so wishes, to bring an action against the exhibitor at the court which has jurisdiction at the exhibitor's registered address or principal place of business. The following shall apply to exhibitors incorporated or with their principal place of business outside PR China: If the exhibitor is engaged in a trade or business, Shanghai courts shall have jurisdiction for all disputes arising from or in connection with this contract. MMI-SH is also entitled, if it so wishes, to bring an action against the exhibitor at the court which has jurisdiction at the exhibitor's principal place of business.

A 20 Data protection

In compliance with data protection legislation, the person-related data of the exhibitor is processed and used for fulfilling the business purposes of MMI-SH as well as being forwarded to third parties in order to above all fulfil the purpose of the contract concerned.

A 21 Severability Clause

Should the provisions set out in the Terms of Participation or Technical Guidelines be or become legally invalid or incomplete, the validity of the other provisions or the contract concerned remains unaffected. In such a case, the contracting parties undertake to replace the invalid provision and/or fill the gap with a provision with which the contracting parties are most likely to achieve the economic purpose they pursue. In case of divergence between the English and the Chinese text, the Chinese shall prevail. –

September 2010

Title of the fair
analytica China 2012

Venue
Shanghai New International Expo Centre
Shanghai, China

Duration and Opening hours
16 - 18 October
16 - 17 October, 9 am to 5 pm
18 October, 9 am to 4 pm

Organizers:
MMI (Shanghai) Co., Ltd. (MMI-SH)
GC Tower 11th Floor, No. 1088 Yuan Shen Rd
Shanghai 200122, P.R. China
Phone (+86 21) 2020 5500
Fax (+86 21) 20205666, 2020 5688
E-mail: ac@mmi-shanghai.com
Website: www.a-c.cn or www.analyticachina.com

Special Terms of Participation (B)

All prices indicated below are net. No value-added tax is required.

B 1 Application (see A 1)

Applications are to be made on the enclosed form, which should be returned to MMI-SH at the earliest opportunity, filled in and signed with a legally binding signature. One copy is retained by the applicant. The deadline for applications is Dec 31, 2011.

B 2 Permitted exhibits and exhibitors (see A 2)

All domestic and foreign manufacturers or their Chinese subsidiaries, general importers and specialist dealers authorized by the manufacturers are admitted as exhibitors. General importers and authorized specialist dealers may only exhibit machines and plants whose manufacturers are not represented at analytica China 2012.

All exhibits must correspond to the relevant range of exhibits for this trade fair and be designated by name and category on the application form. Articles other than those permitted and registered, as well as used or leased machinery, may not be exhibited. MMI-SH has the final decision. Organizers of joint stands are not exhibitors as defined by the Special Terms of Participation.

B 3 Co-exhibitors (see A 1/2/4)

Permission for co-exhibitors must be requested in writing. The registration fee is EUR 160 for each co-exhibitor admitted.

B 4 Participation fees (see A 7)

The net participation fees per sqm of floor space are:

a) In the halls (minimum stand size 9 sqm for shell scheme and 18 sqm for raw space)

Raw space (18 - 35 sqm)	EUR 265 / sqm
(36 - 71 sqm)	EUR 239 / sqm
(≥ 72 sqm)	EUR 226 / sqm

*There are different sell scheme on offer. Please call the organiser for more details.
Upper-storey stand space will not cost any of the price of the respective ground-floor space.

b) Besides the rent of the stand area, the participation fees include extensive services provided by MMI-SH, such as consultation and planning advice, publicity work, organization and technical assistance.

B 5 Terms of payment (see A 7)

The deadlines for payment given in the debit note must be observed. This application form is only valid in conjunction with a down payment of 35% of the participation fee (no separate invoicing) to Organizer within 30 days after registration; and the balance payable should be paid before 31 July 2012. Prior payment in full of the amount invoiced is a condition for access to the exhibition area, an entry in the catalogue, and provision of workers' and exhibitors' passes.
The applicant or exhibitor will receive invoices for all additional charges (e.g. technical services, advertising material) with the confirmation of the order; they are to be paid immediately on receipt. All invoiced amounts in all MMI-SH invoices, which are connected with the event, are to be paid in RMB, without deductions and free of all charges, by credit transfer to the account specified in the debit note, mentioning the exhibitor's company name.

ICBC Shanghai Branch, No2 Business Department
Account Name: MMI (Shanghai) Co., Ltd.
Account No. (RMB): 1001190709016219311
Swift Code : ICBKCNBJSHI

B 6 Dates of setting up and dismantling (see A 14)

a) In the halls:
Beginning of set-up on 14 October 2012, 9 am. Dismantling must be completed by 6 pm on 18 October 2012.
An extension is possible only in exceptional cases with the written permission of MMI-SH's Operations Department.

B 7 Stand design and equipment (see Technical Guidelines)

a) In the halls
Stand height:
The maximum construction and advertising height for stand construction is 7.50 m. Assuming that the Technical Guidelines are observed in designing and constructing a stand, drawings need to be submitted for one-storey stand construction in the halls insofar as they are built by the exhibitor. On request, MMI-SH will check submitted stand construction plans (submitted in two copies) for exhibitors. No specific approval will be issued.
All other stand constructions which are higher than 3 meters, multi-storey stands (see item 4.9 Technical Guidelines), mobile stands, stands with bridges, stairs, cantilevered roofs, galleries, etc.) and constructions on the open-air exhibition grounds require approval.
Two-storey stand construction is permitted in the halls with the approval of a top-level certified structural engineer, who is employed by the exhibitor or recommended by MMI-SH. Approval for the two-stories stand depends on the position of the stand within the hall and the area it occupies. Stand drawings containing elevations and cross-sections, cutaway view, electricity layout, static test report or static load calculation, specification of construction must be submitted in duplicate to MMI-SH's Operations Department for approval by the deadline specified, at the latest 8 weeks before stand assembly is to start.
For two-storey structure covering more than 30 sqm, exhibitors need to install sprinkler system on the ceilings of each storey. The structures of the stand cannot hang on the structures of the hall.
In the case of infringement of any of the conditions specified here, MMI-SH is entitled to take action in accordance with the General Terms of Participation.

MMI-SH will erect partition walls only upon request and at the exhibitor's expense. Exhibitors will receive, in good time, the order form for these walls and further stand walls (height 2.50 m) with the Exhibitors' Manual.

b) On the open-air site

All structures to be set up in the open-air area exhibition grounds, require the prior consent of MMI-SH. Permission from the construction supervising authority must be obtained for building facilities, which exceed a roofed area of 50 m² or a height of 3.00 m.

Two-storey stand construction is permitted in the open-air site with the approval of a top-level certified structural engineer, who is employed by the exhibitor or recommended by MMI-SH. Approval for the two-storey stand depends on the position of the stand and the area it occupies.

The required application forms as well as plans of ground and upper floor, elevations, cross-sections, electricity layout and static calculations or test reports, specification of construction and material must be submitted to MMI-SH's Operations Department in due time, but at least 8 weeks before setup begins. At the setup of facilities, especially buildings, all applicable regulations at the event site must be observed.

Attention must be paid to all existing supply pipes, foundations, distribution boxes, etc. during all setup work. Insofar as they are within individual stand areas, they must be accessible at all times. Stand structures may not be built nearer than 0.5 m to the border of neighboring stands unless MMI-SH gives written permission for this.

Construction elements, stand signboards and banners must be arranged so that there is no unreasonable nuisance to neighbours. Misleading company signs must be removed at the request of the trade fair management. For all construction work, allowance must be made for existing supply lines, distribution boxes, etc. Where these are located within individual stand areas, they must be accessible at all times. Any underground work may only be commenced after approval by MMI-SH's Operations Department. Exhibitors whose stands adjoin the enclosing fence of the trade fair grounds may not use the fence for their construction purposes. Use of the outside of the fence to carry advertising material is not permitted. Publicity balloons are not permitted on the trade fair grounds. In the case of infringement of any of the conditions specified here, MMI-SH is entitled to take action in accordance with the General Terms of Participation.

B 8 Other regulations

All building structures on the trade fair grounds shall be executed in accordance with the legal requirements for construction materials. Revolving tower cranes, etc. must be secured according to regulations. Suspending advertising media or other loads (apart from flags) from cranes is prohibited for safety reasons.

B 9 Technical installations

Applications for electrical installation, water, drainage, and telecommunications can be considered only if submitted in due time on the order forms available from MMI-SH. The precise terms of delivery and the connection fees are stated on these forms.

B 10 Restoration of the exhibition areas

All exhibition areas must be handed over to MMI-SH's Operations Department in their original condition by the stipulated date for completion of dismantling. At the end of the exhibition, exhibitors must remove from the site all the materials especially the double-sided carpet tape used from their stands by the respective timings stated in the "Operations Schedule".

MMI-SH is entitled to charge the exhibitor concerned for the removal of excessive waste (stand construction debris, crates/pallets, cartons, packing materials or literature) by a contracting firm at exhibitor's cost.

B 11 Use of equipment

Only cranes, fork-lift trucks and working platforms may be used that have been provided by the MMI-SH service partners responsible. In special cases, the consent of MMI-SH's Operations Department is required.

B 12 Transport of track-laying vehicles

Only track-laying vehicles with smooth track plates, that are also approved for public roadways, may be driven on the roads of the trade fair grounds. The transport of track-laying vehicles into the exhibition halls is permitted only with the express approval of MMI-SH's Operations Department. The exhibitor is fully responsible for any damage to road surfaces and hall floors.

B 13 Sales regulations

Direct sales and other services or deliveries made from the stand are not permitted. Exhibited goods must not be delivered to purchasers until after the trade fair closes. Sales are permitted only to wholesalers, retail or trade customers.

B 14 Catalogue, Internet, Visitor Information

An official trade-fair catalogue, an Internet database and Visitor Information will be compiled for the trade fair. All exhibitors (including co-exhibitors, companies at joint stands and additionally represented companies) are included, with the name indicated in the application, in the alphabetical list of exhibitors in these media. The minimum entry contains the exhibitor's company name, hall and stand number in the alphabetical list of exhibitors. Exhibitors (including co-exhibitors and companies at joint stands) will be offered other entries, eg. in the Product Index, and other forms of presentation in these media on a separate order form. The forms will be sent to applicants in good time. MMI-SH assumes no responsibility for the correctness and completeness of the catalogue, Internet database and Visitor Information. The exhibitor is solely responsible for the permissibility under law – and particularly the law on competition – of any advertisement placed in the trade fair catalogue, the Internet database or the Visitor Information of MMI-SH at the instigation of the advertiser. Should third parties assert claims against MMI-SH on account of the impermissibility of the advertisement under law in general or the law on competition, the advertiser shall hold MMI-SH fully safeguarded against all claims asserted including all costs of any necessary defence in court on the part of MMI-SH. The same applies to exhibitor entries actuated by exhibitors in the trade fair catalogue, the Internet database or the Visitor Information of MMI-SH.

B 15 Workers' and exhibitors' passes (see A 13)

For the time in which the trade fair is held, each exhibitor receives the following number of exhibitors' passes free of charge:

Registered sqm:	Passes :	Registered sqm:	Passes :
9 to 17	5	55 to 100	35
18 to 26	10	101 to 400	50
27 to 54	25	more than 400	maximum 50

The number of exhibitor's passes is not increased for co-exhibitors or additionally represented organisations. Additional exhibitors' passes are obtainable from the trade fair management and will be charged for. Exhibitors' passes are intended solely for stand personnel and must not be passed on to third parties.

Workers' passes for setting up and dismantling of stands are available in the numbers required and will be charged for. These passes are valid only during the time of setting up and dismantling and do not authorise the holder to enter the trade fair centre during the event. Workers' passes must not be passed on to unauthorised third parties, i.e. to any third party not in a relationship of permanent or temporary employment with the exhibitor.

B 16 Circular letters

Once the stands have been allocated, exhibitors will be informed by circular of further details concerning preparation and organization of the trade fair.

B 17 Alterations

MMI-SH reserves the right to make alterations and additions in matters affecting technical arrangements and safety.



analytica China 2012

16-18 OCTOBER, 2012, SHANGHAI NEW INTERNATIONAL EXPO CENTRE

Project No: 400606

**Deadline for
Application**
31 Dec.2011

Application for registration of co-exhibitors (to be filled in by main exhibitor)

Main Exhibitor	Company (Chinese)		
STAND NO. (if already known)	Company (English)		
	Contact	Tel	

We hereby authorize the company below as co-exhibitor at our stand at analytica China 2012. The company has all technical and commercial documents necessary for the information of visitors concerning the exhibits on display. The exhibits correspond with the Index of Products and Services of analytica China 2012.

CO-EXHIBITOR

(see overleaf, A4 and B3 Terms of Participation)

Company (English)			
Address			Country/City/Postal Code
Telephone	Fax	Website	Managing Director
Contact	Position	Mobile phone	E-mail
<input type="checkbox"/> (1)Manufacturer <input type="checkbox"/> (2)Dealer <input type="checkbox"/> (3)Importer <input type="checkbox"/> (4)Distributor <input type="checkbox"/> (5)Service Company (multiple entries possible)			
Under which country would you like to be included in the statistics:			
<input type="checkbox"/> Branch Country		<input type="checkbox"/> Headquarters	
		Please specify country:	
Company Name for promotion, (only if name differs from above) :			

The application fee is EUR 160 net for each co-exhibitor admitted and will be charged to the main exhibitor.

The minimum catalogue/Internet entry free of charge, includes the company name, hall and stand number. Further services will be offered on a separate order form in the Exhibitors' Manual.

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|---|--|--|---|

City and Date

Company stamp and legally binding signature

Extract from the Terms of Participation A and B

A 4 Co-exhibitors and additionally represented companies

A co-exhibitor is one who presents his own goods or services, using his own staff, at the stand of another exhibitor (the main exhibitor). This definition includes group companies and subsidiaries. Agents and representatives are not admitted as co-exhibitors.

In the case of an exhibitor who is also a manufacturer, an additionally represented company is any other company whose goods or services are offered by the exhibitor.

If an exhibitor who is a distributor displays not only the products of one manufacturer but also goods and services of other companies, then these count as additionally represented companies. Admission of the exhibitor does not mean that a contract exists between MMI-SH and the co-exhibitors or other companies he represents. Co-exhibitors are admitted against payment. This also applies to additionally represented companies if specified in the Special Terms of Participation B. The exhibitor must make this payment.

The amount can also be invoiced subsequently by MMI-SH.

The exhibitor is responsible for ensuring that his co-exhibitors and other companies he represents comply with the Terms of Participation A and B, the Technical Guidelines as well as the instructions of the Trade Fair Management. The exhibitor is liable for the debts and negligence of his co-exhibitors or additionally represented companies as if they were his own. If co-exhibitors make direct use of MMI-SH services, MMI-SH is entitled to invoice the exhibitor for these services. He is jointly and severally liable. The exhibitor may not move, exchange or share his stand, nor surrender it either in part or in whole to third parties, without MMI-SH's prior written consent.

B 3 Co-exhibitors and additionally represented companies (see A 1/2/4)

Permission for co-exhibitors and additionally represented companies must be requested in writing. The registration fee is EUR 160 for each co-exhibitor or additionally represented company admitted.