



USA SECURITY AND DEFENSE PAVILION

ORGANIZED BY THE ASSOCIATION OF THE UNITED STATES ARMY

EUROSATORY 2020



EXHIBITOR CONTRACT | 8 - 12 JUNE 2020 | PARIS NORD VILLEPINTE | MICHAEL CERAMI | 703-907-2413 | MCERAMI@AUSA.ORG

1 EXHIBITOR CONTACT INFORMATION

(for show management correspondence)

Company Name: _____

Address: _____

City, State, Zip: _____

Website: _____

Contact: _____

Phone: _____

Mobile: _____

Email: _____

Complete Electronically. Do Not Hand Write Exhibitor Contact Information.

2 EXHIBIT SPACE RATES AND PREFERENCES

RAW \$1,175 per SQM

SHELL \$1,415 per SQM

See Table on Page 2 to determine Exhibit Booth Cost Totals (including Registration Fees and Corners, Co-exhibitor Fees, etc.) prior to Booth Selection. The numbered booths are hereby defined as specified on the floor plan. Refer to the exhibit hall floor plan <https://www.ausa.org/eurosatory2020> and record your first three choices below. Booth spaces will not be granted unless a signed Exhibitor Contract and payment is received. Please list your 3 booth selections.

First choice	<input type="text"/>	Second choice	<input type="text"/>	Third choice	<input type="text"/>
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Every effort will be made to accommodate your request during booth assignment. You may be contracted if you request interferes with other booth choices.

3 DISPLAY INFORMATION

Products Displayed: _____

Are you planning on bringing in a vehicle? YES NO

If yes:

How many vehicles will be displayed? _____

What is the weight and dimensions of our vehicle(s)? _____

Is the vehicle(s) self-propelled? _____

Will you require any specialized equipment for unload/reload? _____

*Note: please be aware that displaying a vehicle(s) indoors you will need to follow the Fire Marshal requirements towards fuel levels, battery contact connection, etc. This information will be provided in full detail in the Exhibitor Manual for this event once released.

FOR AUSA STAFF ONLY—DO NOT COMPLETE

Account #: _____ Order #: _____ Booth Assigned: _____

Total Cost: _____ ACCTG: _____ Booth Dimensions: _____ Booth SQM: _____

Signature, AUSA Staff: _____ Date: _____

4 PAYMENT

Return this contract at your earliest convenience. Exhibit space is assigned on a first-come, first-served basis. Once AUSA receives your contract, exhibit space will be assigned. You may be contacted if your booth preference interferes with another earlier request.

A minimum 10% non-refundable deposit is required and due with the Exhibitor Contract. All contracts without a payment will be considered incomplete and booth space will not be booked until a deposit has been received by AUSA.

Full payment is due by 6 December 2019. For space booked after 6 December 2019, payment will be due NET 30 from the invoice date.

CHECK: Please make payable to AUSA. Reference EUROSATORY 2020 in Notes and mail to address listed below:
AUSA, Attn: Accounting,
2425 Wilson Blvd, Arlington, VA 22201

CREDIT CARD/WIRE: Contact Michael Cerami for info.

5 BOOTH CANCELLATION/ DOWNSIZE PENALTIES

On/before Friday, 6 December 2019 - 10 %
(10% non-refundable deposit)

After Friday, 6 December 2019 - 100%

6 AUTHORIZATION

Exhibitors agree to abide by the Rules and Regulations for this event, a copy of which is enclosed in this document, made a part of this application and contract by reference, and fully incorporated herein. If this application and contract has not been received, properly signed, and accompanied by required payment as stated in the payment clause above, this application and contract may be declared null and void so that space may be reassigned. All applications must be signed in order to confirm booth reservations. Acceptance of this application by show management constitutes a contract.

Exhibitor's Authorized Signature _____ Date _____

Indoor/Outdoor Exhibit Space and Fees – EUROSATORY 2020

1. Raw Space	\$1,175 per m ²	x _____ m ²	\$ _____
2. Shell Scheme Option Includes carpet, walls, three spotlights per 9 SQM, company ID sign and basic electrical outlet/connection	\$1,415 per m ²	x _____ m ²	\$ _____
3. Registration Fees (See Table at Left Below)			\$ _____
4. Co-Exhibitor Fee (See Table at Right Below)			\$ _____
5. Corner(s) Option	\$449 per corner	x _____	\$ _____
6. Grand Total	Add lines 1 - 5		\$ _____

REGISTRATION FEES:

9-30 m2	\$1,140	101-250 m2	\$3,310
31-60 m2	\$1,332	250-500 m2	\$4,360
61-100 m2	\$1,986	>500 m2	\$7,716

CO-EXHIBITOR FEES:

Co-Exhibitor Fee (per company)	\$1,200
> 5 Co-Exhibitors Fee (per company)	\$960

CO-EXHIBITOR COMPANY:

Address: _____
 City: _____ State: _____ Zip: _____
 Main Contact: _____
 Email: _____ Phone: _____ Mobile: _____

CO-EXHIBITOR COMPANY:

Address: _____
 City: _____ State: _____ Zip: _____
 Main Contact: _____
 Email: _____ Phone: _____ Mobile: _____

PAYMENT INFORMATION:

- Checks can be made payable to AUSA, Attn. Accounting, 2425 Wilson Blvd., Arlington, VA 22201
- Credit Card – Please call Michael Cerami (703-907-2413) DO NOT EMAIL

AUSA accepts American Express, MasterCard and Visa

BELOW IS FOR AUSA STAFF ONLY—DO NOT COMPLETE

Cardholder Name: _____ Amount to be charged: _____
 Card Number: _____ Expiration date: _____
 CVV: _____ Billing Zip Code: _____
 Signature: _____ Date: _____

USA Security and Defense Pavilion

2020 EUROSATORY - EXHIBITOR TERMS AND CONDITIONS

1. MANAGEMENT. Where the words "Pavilion Manager" and/or "Show/Pavilion Management" are used herein, they shall mean COGES, AUSA or its designees or the owners of the Exhibition or their designees acting for either one in the management of the Exhibition.

2. ELIGIBLE EXHIBITS Exhibits will be limited to those companies or other entities offering materials, products or services of specific interest the security and defense industries. Show Management reserves the right to determine the eligibility for any product or service to be displayed. No exhibits or advertising can extend beyond the exhibit space.

3. LIMITATION OF LIABILITY/FORCE MAJEURE Exhibitor agrees to indemnify and hold harmless the Show Management, the Show Organizer, and the Owner, Exhibition Hall facility, and Municipality in which this Exhibition is held, and their Officers, Agents and Employees, against all claims, losses, suits, damages, judgments, expenses, costs, and charges of all kinds resulting from its occupancy of the space herein contracted by reason of personal injuries, death, property damage, or any other cause of action by any person. Show Management shall not be responsible for loss or damage to displays or goods belonging to Exhibitors, whether resulting from fire, storms, air conditioning or heating failures, theft, bomb threats, or other causes. All exhibit materials are brought to the Exhibition and displayed at Exhibitor's own risk. Show Management may provide the services of a reputable protection agency during the period of installation, show, and dismantling. Exhibitor agrees that this constitutes adequate discharge of all obligations of Show Management to supervise and protect Exhibitor's property within the Exhibition. Exhibitors may provide additional guards at their own cost and expense only with prior approval of Show Management. Exhibitor agrees to indemnify Show Management and hold it harmless for any claims and for all damages, costs, and expenses, including, but not limited to, attorney's fees, amounts paid in settlement incurred in connection with such claims arising out of the acts or negligence of Exhibitors, their employees, or agents.

4. DEFAULT IN OCCUPANCY Exhibit space must be fully set up and ready by the end of buildup period. Pavilion Management reserves the right to reassign any un-set exhibit space if the stand is not set by the end of the buildup period. Any exhibitor failing to occupy space is not relieved of the obligation to pay full rental price for stand space.

5. DAMAGE TO PROPERTY Exhibitor is liable for any damage caused to building, floors, walls, columns, standard Stand equipment, other exhibitor's displays or property, or other fixtures. Exhibitor may not apply paint, lacquer, adhesives, or other coatings to building columns, walls, floors, fixtures, or standard Stand equipment.

6. SPECIAL SERVICES Electricity, gas, water, and other utilities, as well as other special services needed by Exhibitors are provided only when the Exhibitor orders and pays for them specifically from the persons or contractors authorized by Show Management to supply such services in conformity with all applicable municipal, insurance and other regulations.

7. EXHIBITED ITEMS The Exhibitor hereby expressly declares that it has all necessary rights, consents and authorizations to exhibit all items that are being displayed by the Exhibitor throughout the Exhibition. The Exhibitor further expressly declares that display by the Exhibitor of all such items shall not infringe, contravene or violate any third-party rights whatsoever.

8. STAND REPRESENTATIVES Stand representatives should be limited to exhibitor's employees and their authorized representatives and shall always wear badge identification furnished by Show Management. Show Management may limit the number of stand representatives at any time. All stands must be staffed by exhibitor's stand representatives during all show hours.

9. ELECTRICAL SAFETY All wiring on displays or fixtures must conform to applicable standards established by local regulatory agencies, including standard local fire ordinances. All display wiring must display seals and/or other indications of approval by local authorities as may be required by the Exhibition facility.

10. SAFETY AND FIRE LAWS The Exhibitor must strictly observe all applicable fire and safety laws and regulations. Wiring must comply with local fire department and the Underwriters rules. Smoking is prohibited in the USA Security and Defense Pavilion. Aisles and the fire exits must always remain clear. Show Management may restrict crowds. No storage behind exhibits is provided or approved.

11. STAND CONSTRUCTION AND DECORATION The Exhibitor hereby understands, accepts and undertakes that its exhibit dimensions shall at all times during the Exhibition be in accordance with the relevant guidelines and instructions issued by the Organizer from time to time and which are further contained in the Exhibitor Manual, which the Exhibitor has received a copy of. The Exhibitor, if applying for a "space only" stand, expressly undertakes to obtain written approval from the Organizer with regards to its exhibit by submitting detailed scaled plans in duplicate no less than two months before the date of the Exhibition. Any and all expenses incurred in relation to the construction and decoration of the Exhibitor's stand(s) shall be borne solely by the Exhibitor. This may include Height/Double Decker fees assessed by the Organizer.

12. SOUND LEVEL/LOTTERIES/CONTESTS Any device producing sound must be operated so as not to disturb other Exhibitors. Show management reserves the right to determine acceptable sound levels. The operation of games of chance, lottery devices, or simulated or actual pursuit of any recreational pastime is permitted only in compliance with local laws and with written approval of Show Management.

13. PERSONNEL AND ATTIRE Show Management reserves the right to determine whether the character and/or attire of Stand representatives are acceptable and in keeping with the best interests of the Exhibition.

14. EXHIBITOR CONDUCT Retail sales are absolutely prohibited during the Exhibition. Distribution of samples, souvenirs, publications, etc. or other promotional activities may only take place within Exhibitor's Stand. Distribution of any articles, publications, etc., in the aisles is strictly prohibited. All Exhibitors shall conduct and operate their exhibit so as not to annoy, endanger, or interfere with the rights of other exhibitors or visitors. Show Management may prohibit any activity, which, in the judgment of Show Management, interferes with the rights of others, or exposes them to danger, or annoyance, whether complained about or not.

15. OBSTRUCTION OF AISLES OR STANDS Any demonstration or activity that results in obstruction of aisles or prevents access to another display shall be suspended for any period of time as determined by Show Management.

16. ADMISSION Admission is open to adults affiliated with the industry served by the Exhibition. No persons under 18 years of age will be allowed into the Exhibition. Show Management shall have sole control over admission.

17. EMPLOYMENT EXHIBITS Exhibits for the purpose of soliciting prospective employees/employee recruitment activity are prohibited.

18. TERMINATION OF EXHIBITION In the event that the premises in which the Exhibition is held shall become unfit for occupancy, in the sole judgment of Show Management, or in the event the operation of the Exhibition or performance of Show Management is in any way interfered with by any cause or causes not reasonably within the control of Show Management, this contract and/or the Exhibition may be terminated in whole or in part by Show Management. Show Management shall not be responsible for delays, damage, increased costs, loss, or other unfavorable conditions arising by cause or causes not within the control of Show Management. If Show Management terminates said contract or Exhibition (or any part thereof), Show Management may retain such part of Exhibitor's rental fee as shall be required to compensate it for expenses incurred up to the time such contingency is applied. There shall be no further liability on the part of either party. For purposes hereof, the phrase "cause or causes not reasonably within the control of Show Management" shall include, but shall not be limited to: fire, casualty, flood, epidemic, earthquake, explosion, accident, blockade, war, embargo, inclement weather, governmental restraint, restraint or orders of civil defense or military authorities, acts of public enemy, riots or civil disturbance, strike, lockout, boycott, or other labor disturbance, inability to secure sufficient labor, technical or other personnel failure, impairment or lack of adequate transportation facilities, inability to obtain, condemnation of, requisition or commandeering of necessary supplies and equipment, local, state, federal laws, ordinances, rules, orders, decrees, regulations, whether legislative, executive, or judicial, whether constitutional or unconstitutional, legal or illegal or Acts of God.

19. RESOLUTION OF DISPUTES In the event of a dispute between an Exhibitor and the official contractor, between an Exhibitor and a labor union, or between different Exhibitors, all interpretation of the rules governing the Exhibition, actions, or decisions concerning this dispute made by Show Management intended to resolve the dispute shall be binding on the Exhibitor.

20. RECEIPT OF GOODS AND EXHIBITS All arriving goods and exhibits must be received at designated receiving areas - all incoming materials be clearly marked and charges prepaid.

21. CARE AND REMOVAL OF EXHIBITS Show Management will maintain cleanliness of all aisles. Exhibitor must, at their own expense, keep exhibits clean and in good order. All exhibits must remain fully intact until the Exhibition is officially closed. Exhibits must be removed by the time specified in the Exhibitor's Manual. Show Management reserves the right to tear down or ship, at Exhibitor's expense, any exhibits or displays not removed in a timely manner, using contractors of Show Management choice. Disposition of any such exhibits shall be at the discretion of Show Management, without any liability to Show Management.

22. PHOTOGRAPHY Photographic rights for the Exhibition are reserved by Show Management. An official photographer may be made available at reasonable cost to the Exhibitors. Exhibitors may apply for permission to make their own photographic arrangements and Show Management shall not unreasonably withhold such permission.

23. LOSSES Show Management shall bear no responsibility for damage to Exhibitor. Exhibitor is solely responsible for adequately packing displays and exhibits. Exhibitor is liable for space costs even if goods fail to arrive on time. Exhibitor is hereby advised to adequately prepare for these risks, including the use of insurance.

24. AMENDMENT TO RULES Any matters not specifically covered by the preceding rules shall be subject solely to the decision of Show Management, who shall have full power and authority in matters of interpretations, amendment, enforcement, or application. When brought to Exhibitor's attention, such decisions shall become part of this contract, and subject to all terms and conditions herein.

25. DEFAULT If Exhibitor defaults in any of their obligations under this contract, or violates any of the covenants of this contract, including without limitations any rule or regulation of this contract, Exhibitor's Manual or other regulations, Show Management may without notice, terminate this contract and retain all monies received on account as liquidated damages. Show Management may then direct Exhibitor to remove forthwith all its employees, agents, representatives display materials and other property from the Exhibition hall.

26. AGREEMENT TO THE RULE Exhibitor themselves, all employees, agents, representatives agree to abide by the foregoing rules and any amendments put in effect by Show Management.

27. ASSIGNMENT OF SPACE Exhibit space will be allocated by Show Management. Show Management reserves the right to relocate stands when in the best interest of the show. The Exhibitor will be notified in writing of any such relocation.

28. PAYMENT FOR SPACE Contracts received before 1 December 2019 require a 10% non-refundable deposit with the contract. The remaining 90% balance is due within 30 days of invoice by AUSA. If either the deposit or net is not received per the terms, space may be released back into open inventory. A contract received on or after 1 December 2019 will require a 10% non-refundable deposit with the actual contract and net is due immediately upon invoice by AUSA. Space allocation will not occur without the deposit. If the net is not received within ten days, the booth space may be released back into open inventory.

29. CANCELLATION POLICY Cancellation of all or part of the exhibit space must be in writing to Show Management. Exhibitors cancelling on or before 1 December 2019 forfeit only the 10% non-refundable deposit. Exhibitors cancelling after 1 December 2019 will forfeit 100% of the total rental. If the exhibitor does not make full payment when due under the terms of this contract, Show Management may terminate this contract and the exhibitor shall be responsible for payment of all amounts which would have been due under the terms of this contract.

30. BREAKDOWN/EARLY DEPARTURE Exhibitors in the USA Security and Defense Pavilion are required to leave their display in tact during the entire official show hours. Removing any part of the exhibit before the end of the show is strictly prohibited. If the exhibitor needs to leave the exhibition early for any reason, it is required that you notify AUSA in advance of EUROSATORY 2020 and make arrangements to take down and ship your display after you leave once the event concludes.