

Non-Binding Application for Exhibit Space

fokusnatur 2007

The Fair for Bird Watching and Nature Observation at Radolfzell.

The fairgrounds are immediately adjacent to Lake Constance.

Organised by:
DUH Umweltschutz-Service
GmbH
Fritz-Reichle-Ring 4
78315 Radolfzell, Deutschland
Tel.: + 49 - (0) 77 32 - 99 95 43
Fax: + 49 - (0) 77 32 - 99 95 49
E-Mail: info@fokusnatur.com

Please print clearly and fax to: +49 (0)7732 99 95 49

We would like to exhibit at the **fokusnatur 2007** fair. Based on the information provided below, please let us have your offer for a booth:

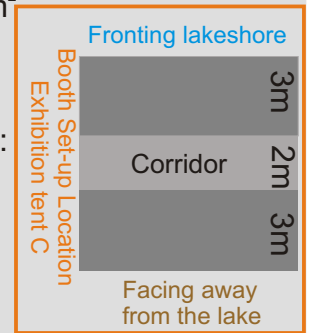
Exhibition tents A and B (Location plan refers):

Booth dimensions m x m = m²
with sides non-enclosed

Exhibition tent C ("Optics Tent"; directly at the lakeshore with view of the lake):

Width of booth: m (liner arrangement of booths with standard booth depth of 8 m including a 2 m wide corridor)

The organiser recommends that you submit your enquiry in a timely manner to secure the booth of your choice.



We will exhibit/offer the following products and services: (please refer to the Exhibit Catalogue on page 5)

- 1 2 3 4 5
- 6 7 8 9 10

Company

(The organiser requests that the company name be provided precisely as it should appear in the List of Exhibitors):

The company name should be listed under the letter

Address

VAT ID No. Contact Person

Tel. Fax

E-Mail Website

Signature Date

Location Plan

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fokusnatur 2007 fair will make use of the “Herzenbad” site. The Herzenbad used to serve the City of Radolfzell as outdoor pool; however, for the past several years it has been a city park. In this park, there are many old trees of considerable height. The entire area is covered with grass with the exception of the walkway as shown. Toward the lakeshore, the area is covered with gravel. The distance to the railroad station is a mere few hundred meters while public parking including a travel trailer section is at approximately 900 m from the site. A shuttle service connects the parking area with the fairgrounds. Vehicle access to the fairgrounds is not permitted during the fair.

Weather permitting lake tours with solar-powered boats depart from a site immediately adjacent to the fairgrounds.



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14 -16 September 2007

The Fair for Bird Watching and Nature Observation at
Radolfzell on Lake Constance

Booth Rental Agreement

We request that you print all information on this application and fax or mail the form to the following address:

DUH Umweltschutz-Service GmbH

fokusnatur

Fritz-Reichle-Ring 4

78315 Radolfzell, Deutschland

Tel.: + 49 - (0) 77 32 - 9995-43

Fax: + 49 - (0) 77 32 - 9995-49

E-Mail: info@fokusnatur.com

It is recommended that you retain a copy of the completed form for your files.

Booth Rental Agreement

fokusnatur 2007

Pursuant to the Exhibitor Terms and Conditions, we hereby confirm reservation of the following booth space:

Dimensions m x m = m²

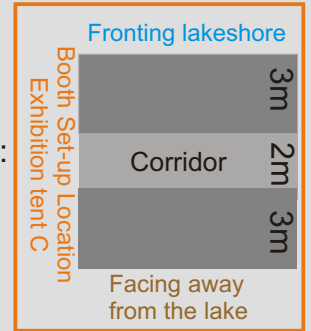
Booth located in **Exhibition tent A** or **B** (Location plan refers):

- 1 non-enclosed side – € 115 per m² 3 non-enclosed sides – € 165 per m²
 2 non-enclosed sides – € 135 per m² 4 non-enclosed sides – € 210 per m²

Exhibition tent C ("Optics Tent"; directly at the lakeshore with view of the lake):

- Any exhibit booth – € 1.050 per m of width (linear arrangement of booths with the standard booth depth being 8 m including a 2 m wide corridor)

(It is understood that 19 % VAT will be added to all prices quoted if no EU-VAT-ID No. is provided.)



Standard Internet listing and listing in the hard copy List of Exhibitors are included in the rates.

Release of the exhibitor's company name, address and contact information as well as the booth number and emphasis on products/ services offered will appear in the List of Exhibitors of **fokusnatur 2007** and will be published on the **fokusnatur 2007** website.

If so requested, the following may be provided for an additional fee:

More elaborate Internet listing (€ 95 with company logo and link to exhibitor's website):
Detailed company listing on the **fokusnatur 2007** website, with exhibitor company profile.

Detailed information is provided on page 3.

Please check if so requested:

We will exhibit/offer the following products and services: (please refer to the Exhibit Catalogue on page 5)

- 1 2 3 4 5
 6 7 8 9 10

Company
(The organiser requests that the company name be provided precisely as it should appear in the List of Exhibitors)

The company name should be listed under the letter

Address

(The above address will automatically serve as invoicing address unless prospective exhibitor advises the organiser to the contrary.)

VAT ID No. Contact Person

Tel. Fax

E-Mail Website

We have read and understand the Exhibitor Terms and Conditions and commit to abide by them.

Authorized Signature Date

In addition to the standard entry,
please provide more detailed Internet listing (€ 95.-)
fokusnatur 2007

Insert here the desired text (not exceeding 500 characters) and send your company logo as JPG or GIF file as well as your application (max. size 180 x 90 pixels, not exceeding 10 KB) to info@fokusnatur.com

List of co-exhibitors

who will be present at our booth
(Exhibitor Terms and Conditions refer)

Company
(The organiser requests that the company name be provided precisely as it should appear in the List of Exhibitors):

The company name should be listed under the letter

Address

Contact Person

Tel. Fax

E-Mail Website

Exhibit Categories:

1 2 3 4 5

Should there be more than one co-exhibitor, please provide relevant information on page 4.
Please send this page together with page 1 of this form.

Co-Exhibitors (Continued)

Company

(The organiser requests that the company name be provided precisely as it should appear in the List of Exhibitors.)

The company name should be listed under the letter

Address

Contact Person

Tel. Fax

E-Mail Website

Exhibit Categories:

1 2 3 4 5

Company

(The organiser requests that the company name be provided precisely as it should appear in the List of Exhibitors.)

The company name should be listed under the letter

Address

Contact Person

Tel. Fax

E-Mail Website

Exhibit Categories:

1 2 3 4 5

Company

(The organiser requests that the company name be provided precisely as it should appear in the List of Exhibitors.)

The company name should be listed under the letter

Address

Contact Person

Tel. Fax

E-Mail Website

Exhibit Categories:

1 2 3 4 5

Exhibit Categories

fokusnatur 2007

Optical Instruments

- A001 Binoculars
- A002 Telescopic Equipment
- A003 Cameras
- A004 Digiscoping
(photography using digital equipment)
- A005 Tripods
- A006 Viewfinders
- A007 Digital Camera Adapters
- A008 Other Observation Equipment
- A009 Accessories

Literature

- B001 Magazines/Journals
- B002 Books
- B003 Audiovisual Media (CDs, DVDs)

Outdoor Gear

- C001 Clothing
- C002 Shoes
- C003 Carry-Alls, Backpacks
- C004 Tents
- C005 Accessory Equipment

Associations, Clubs, Organisations

- D001 Associations, Clubs, Organisations

Yard and Care/Tending

- E001 Nesting Boxes and Cooperative Breeding
- E002 Feed and Care

Tourism

- F001 Museums, Exhibitions, Leisure Time
- F002 Conventions
- F003 Regional Engagement
- F004 Tour Operators
- F005 Guides

Application for authorization to sell merchandise during the fair:

We request authorisation for the sale of the following merchandise at our booth during the fair:

(Items must be listed individually.)

Exhibitor Terms und Conditions

fokusnatur 2007

1. Exhibition Dates and Operating Hours

The fair is scheduled to take place from 14 – 16 September 2007. It will be open from 10.00 until 18.00 h. It is imperative to have booths open and exhibits on display during these hours; booth personnel must be present during these hours. Under no circumstances are exhibitors permitted to remove products on display prior to 18.00 h on 16 September 2007. The organiser reserves the right to make changes concerning the date, location and duration of the fair, or to reschedule the event; any such action, however, will not entitle the exhibitor to compensation.

2. Payment Terms

A 50 % down-payment of the total costs for the booth space is to be paid at contract execution. Down-payments [deposits] are non-refundable. At the time of contract acceptance, the organiser will formally assign a booth location to the exhibitor. The assignment [of the booth location] is deemed to represent the invoice for the first instalment of the total costs. The second instalment of 50 % of the total cost must be paid on 15 July 2007. Any invoices issued after 15 July 2007 are due for payment immediately. Participation in the fair is subject to having paid in full all [applicable] costs prior to taking possession of the booth space. If not all payments due are made by the specified date, the organiser reserves the right to re-assign the booth space [to a different party]. The exhibitor remains liable for all costs relevant to the booth reservation as outlined under "Cancellation of Booth Space".

3. Cancellation of Booth Space

If an exhibitor cancels his booth reservation subsequent to booth assignment, the following applies: if cancellation is effected prior to 31 July 2007, exhibitor is liable for 70 % of the total agreed costs as compensation; if cancellation is effected subsequent to 31 July 2007, exhibitor is liable for the total (100 %) of the total agreed costs. Any reduction of the size of the booth reserved by the exhibitor subsequent to the formal booth assignment does not release the exhibitor from his obligation to pay the full amount of his initial booth reservation. All cancellations must be submitted in writing.

4. Events Scheduled by Organiser

An exhibitor's participation in events scheduled by the organiser of fokusnatur prior and during the fair is covered by the booth rent due.

5. Insolvency

The organiser has the right to terminate any contract with the exhibitor, to cancel the booth assignment and retain all payments already made by the exhibitor should any of the events more fully described hereinafter occur: Voluntary or compulsory liquidation (with the exception of company re-

organisation or merger), or applicable to natural persons, when an act of bankruptcy is initiated, applicable to corporate entities [juristic persons] a creditors' meeting is called, when an agreement is reached for the settlement of creditors' claims, or if a court order for payment owed could not be satisfied within seven days, or if an administrative receiver was appointed for assets of the exhibitor as a consequence of seizure of property, or creditors are seeking legal enforcement of claims.

6. Payment Default

The organiser has the right to attach a lien to exhibits of the exhibitor if exhibitor fails to meet his payment obligations.

7. No Re-Assignment to Third Parties

The exhibitor does not have the right to partially or fully re-assign or sublet the booth space allocated to him or to otherwise grant a third party access to occupy such space. Advertising material or other printed matter of companies that do not themselves exhibit as outlined in this agreement, must not be displayed at the booths, nor may such material be handed out.

8. Layout of Fair Subject to Change

The organiser reserves the right to make changes to the fair layout and to relocate the booths should such be required by the fairground owners or fire protection agencies, or for other reasons.

9. General Directives and Terms

The exhibitor is obligated to comply with all directives issued by the organiser as well as all regulations and terms of the fairground owners (the Municipality of Radolfzell) and with all governmental regulations applicable to the fairground.

10. Exhibitor Manual

Four months prior to the start of the fair, the organiser will provide an exhibitor manual to all exhibitors, which contains detailed fair guidelines. All exhibitors must comply with these guidelines. All directives and regulations of the exhibitor manual are mandatory and must be followed and adhered (to by the exhibitor).

11. Lease Agreement

The organiser guarantees sufficient time will be available for booth setup and tear-down, technical hook-up installation, removal of exhibits and exhibitor/ contractor tools and equipment. Due dates/ deadlines and hours for such work are provided in the exhibitor manual. The organiser reserves the right to have any materials or exhibits removed that are left behind by an exhibitor in the tent. This will be at the exhibitor's expense.

12. Booth Design

Prior to the start of the fair, each exhibitor will receive a scaled drawing as well as detailed documentation describing the final booth configurations offered. All exhibitors are obligated to submit to the organiser at least 6 weeks beforehand their plans for final booth design i.e. length, width and height, for the organiser's approval.

13. Booth Space Contracts not Including Booth Finish

The exhibitor is responsible for booth setup including all back and side enclosures toward adjacent booths as well as the prominent display of the assigned booth number.

14. Electrical Installation

The exhibit tents will be equipped with electrical lighting. Furthermore, the exhibitors may call on a designated contractor to provide additionally required lighting for their booths. Each exhibitor will receive a pricelist containing applicable prices. The exhibitor is not authorized to contract with any other electrical contractors for services within the fairgrounds.

15. Gas, Water, Garbage Disposal and Compressed Air

Services for any of the above named services must be procured from the approved service contractors. Using the procurement forms included in the exhibitor manual is mandatory.

16. Hazardous Materials

The following materials may not be exhibited/ used at the fair: explosives, highly flammable or explosive compounds as well as all other dangerous or hazardous substances including detonators [fuses?], fireworks, matches, etc. Detonators, fireworks, matches, and similar items may be exhibited in the form of models provided such models do not contain any flammable compounds. Only items specifically listed at the time of the booth reservation may be exhibited. All exhibits not explicitly approved by the organiser must be removed from the fairgrounds.

17. Fire Protection

It is explicitly forbidden to make use of flammable materials for construction, decorating and/ or enclosure of the booths. Exhibitors are obligated to comply with all reasonable instructions issued by the organiser, the fairgrounds management as well as by any local or other competent government agencies.

18. Photography

Only professional photographers with prior authorization by the organiser are permitted to work in the capacity of fair photographers. Duly appointed fair photographers may be contracted at standard professional fees. Amateur photographers may operate at the discretion of the organiser; their privileges are, however, subject to cancellation by the organiser if so warranted.

19. Noise Abatement

Video equipment, loudspeaker systems, cassette recorders and movie projectors may be operated provided the associated noise level is not deemed unacceptable to visitors, other exhibitors and users of adjacent installations. The noise level of all such equipment should be appropriate to the environment and [with due consideration to the] closeness to nature. The organiser is authorized to determine what – in his judgement – an acceptable noise level is.

While playing musical instruments is generally prohibited, it may nevertheless be permitted under special circumstances subject to prior authorization. The demonstration of high noise level equipment is to be kept to a minimum to preclude annoyance to visitors and exhibitors alike.

20. Exhibits

All exhibits are required to originate from companies pertaining to the sectors of industry and commerce and from the field of crafts and trades whose scope of product/ service categories corresponds to those specified by fokusnatur. The organiser has the final word on [an interested party's] admittance to the fair. Admittance is conveyed by the confirmation of the booth. It is valid exclusively for the exhibitor named therein. The organiser has the right to revoke the confirmation of booth if it had been obtained based on false pretences or fraudulent information.

21. Co-Exhibitors

The principal exhibitor (the party renting the booth) is obligated to submit the names of co-exhibitors and to provide their address in the rental agreement for the booth, and here specifically in the form "Co-Exhibitor/s". Admittance of any co-exhibitor/s is subject to their product/ services categories' compliance with those specified by fokusnatur. The co-exhibitor organisations are also required to comply with the Exhibitor Terms and Conditions. Full or merely partial assignment of rights and obligations to third parties is not permitted. Advertising for products/ services for companies whose names had not been submitted previously is not permitted.

22. Terms of Sale

The exhibitor is authorized to accept sales orders exclusively for products/ services that are listed in the agreement. Exhibits may be removed after the conclusion of the fair only. Products may be sold subject to applicable legal provisions. The sale of products is subject to written approval by the organiser. Any sale intended during the event is to be listed on the application (using the form "Exhibit Categories").

23. Security and Cleaning Services

The organiser is responsible for security for and cleaning services of the exhibition tents. The individual exhibitor is responsible for security, cleaning and maintenance of his booth. The organiser will name the contractor service providers for these services.

24. Organised by:

DUH Umweltschutz-Service GmbH

fokusnatur

Fritz-Reichle-Ring 4

78315 Radolfzell, Germany

Tel.: + 49 - (0) 77 32 - 99 95 43

Fax: + 49 - (0) 77 32 - 99 95 49

E-Mail: info@fokusnatur.com

25. Limited Liability

The organiser accepts no liability for the safety of exhibits or other property of the exhibitor, the exhibitor's employees, contractors, representatives or other personnel, or for the loss of, damage to or destruction of same caused by theft, fire or other causes, or to the exhibitor caused by building damage, fire, storm, adverse weather, lightning, national emergencies, labour disputes, strikes, lockouts, civil unrest, explosions, unavoidable accidents, force majeure or stemming from other damage due to causes that are beyond the organiser's control due to ejusdem generic or not, or for any loss or damage, or if the fair can not take place for whatever reason, needs to be rescheduled or the utilization of the fairgrounds is not possible, either wholly or partially, or if the exhibitor suffers whatsoever other types of damage. The organiser accepts no liability whatsoever for any loss or damage suffered by the exhibitor, it is therefore recommended that the exhibitor take out insurance to cover against potential loss or damage. Exhibitors are explicitly reminded that the organiser has no contractual obligation whatsoever to an exhibitor; nor should the organiser be considered as principal or agent in the context of a legal agreement that an exhibitor enters with a contracting party.

26. Applicable Contract Law

This agreement is subject to German law. Messages or other communication in the context with or relating to this agreement are deemed to have been duly delivered or received provided written documents are delivered by mail or by messenger to the last known business address of the business and/ or the person to whom the message is addressed. If telex or fax transmittal is used, it is deemed duly delivered if transmitted to the person addressed. Due delivery on business days is to be understood as delivery and/ or acceptance before 16 h on the date of transmittal; otherwise delivery and/ or acceptance the subsequent business day.

27. Advertising

Printed material and advertising brochures may be distributed at the exhibitor's own booth. Distribution elsewhere within the fairgrounds is prohibited.

Any advertising activities by the exhibitor must be relevant to the fair. Any such activities must conform to applicable legal regulations and/ or comply with the principles of good taste. Neither ideological nor political advertising is permitted.

Comparative advertising is not allowed. The organiser is authorised to prohibit the presentation or distribution of potentially objectionable promotional material and to confiscate and remove existing stock of such material for the duration of the fair.

Optical, mobile and acoustic advertising aids are permitted provided they do not unduly annoy neighbouring exhibitors. The operation of audio and video equipment, amplifiers, etc. and/ or the staging of live shows by exhibitors at their booths are permitted on a limited scale. The exhibitor manual provides further information on these issues. Notwithstanding the foregoing provisions, it remains the individual exhibitor's personal responsibility to secure, at this own expenses, all required licenses and/ or permits from the competent authorities to ensure due compliance with the laws governing intellectual property rights and use of such for the purpose of public performance.

The organiser declines any responsibility or liability if the exhibitor fails to obtain such licenses and/ or permits.

28. Booth Access

Exhibitors are not authorized access to other exhibitors' booths beyond the official fair operating hours, unless an exhibitor has issued specific access privileges beforehand.

29. Tear-Down

The exhibitor manual provides information for the tear-down of booths. On leaving, the exhibitor is obligated to leave the rented booth space in its original state.

The Organiser

DUH Umweltschutz-Service GmbH

78315 Radolfzell, Germany

Amtsgericht Singen, Nr. HRB 207 R