

# formnext

Frankfurt am Main, 19. – 22.11.2019  
formnext.de



Where ideas take shape.



**mesago**  
Messe Frankfurt Group

## Guided Tours at Formnext 2019

Present your successful use cases in a targeted and effective way.

### The Concept

The **Guided Tours** provide highly qualified SPS exhibition visitors with a concise overview of current industry trends and exciting innovations. The tours focus on real use cases, their practical implementation and the economic benefits of applying them. During these tours, you can show potential customers your practical use cases, exploring topics in depth and offering the highly qualified visitors valuable information gain.

**Present an exciting use case, reach out to highly qualified exhibition visitors from Germany and abroad in a targeted way, and add new interested contacts to your business network!**

### Tour Topics

Tour 1 - Automotive



Tour 3 - Mechanical and Plant Engineering



Tour 2 - Aviation and Aerospace



Tour 4 - Medical Technology



## Specification of services

### Guided Tours

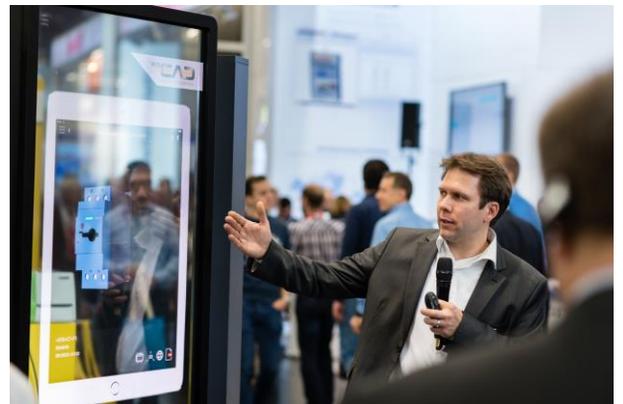
Experienced tour guides take highly qualified leads from Germany and abroad directly to your exhibition stand. You exclusively present a use case to the group of visitors, practically demonstrating how your product can be used. Share your expertise, generate new business contacts and set yourself apart from your competition.

What you can expect:

- Planned visits to your exhibition stand as part of the booked tour
- 10-minute presentation time (presenting your successful use case) incl. visitor inquiries
- A total of 6 presentations
- The tour language is English
- Your exhibition stand will be clearly marked as a participant of the Guided Tours
- You will be included on our website and in the printed exhibition plan
- You can generate high-quality leads and business contacts

### Your registration and participation

You should apply by outlining a practical use case in a brief description. Please note that we will check your application to ensure that your presentation is not merely a product presentation, but in-depth in terms of content and thus corresponds to the concept of our Guided Tours.



## Guided Tours at a glance

Tour times	Tuesday, 19.11.2019 Wednesday, 20.11.2019 Thursday, 21.11.2019 Friday, 22.11.2019	14:00 hrs 11:00 hrs / 14:00 hrs 11:00 hrs / 14:00 hrs 11:00 hrs
Participating exhibitors	Max. 10 exhibitors each tour	
Group size	Max. 30 visitors	
Tour language	English	
Tour topics	Tour 1 - Automotive Tour 2 - Aviation and Aerospace Tour 3 - Mechanical and Plant Engineering Tour 4 - Medical Technology	

### Your participation possibilities

Benefits	Guided Tours	Exklusiv-Sponsoring
10 min presentation in front of a qualified group of trade visitors	✓	✓
Presence in the Guided Tours ticket shop	✓	✓
Presence on printed handout (distributed to tour participants on site)	✓	✓
Labeling of the exhibition stand on site	✓	✓
Listing as participating exhibitor on the Guided Tours page of the Formnext incl. company logo	✓	✓
Identification as 'Special Interest' group in the exhibitor search online	✓	✓
Listing as participating exhibitor in the printed trade fair plan	✓	✓
On-site give-aways, naming as exclusive sponsor on all documents and media, roll-up placement on site (excl. production)		✓

## Order of Guided Tours at Formnext 2019

Main exhibitor (contracting partner)*	
Contact person*	
E-mail + phone contact*	
Street*	
Postal code, city*	
External order number, if applicable	

\*Mandatory fields

Please note that the invoice for the commissioned Guided Tours will be sent to the above address. The invoice will be sent to you in October 2019 and is due for payment immediately.

### We order the following Guided Tours

Tour Topics	Guided Tour Unit price in EUR plus VAT	Quantity
Tour 1 - Automotive	4.800,-	
Tour 2 - Aviation and Aerospace	4.800,-	
Tour 3 - Mechanical and Plant Engineering	4.800,-	
Tour 4 - Medical Technology	4.800,-	
Exklusiv-Sponsoring	6.500,-	

### Alternative contact person for the implementation

Contact person*	
E-mail + phone contact*	

\*Mandatory fields

We acknowledge the validity of the General Terms and Conditions for the Guided Tours at Formnext 2019 and have received them with the order form.

\_\_\_\_\_  
Place, date

\_\_\_\_\_  
Company stamp and authorized signature of the contracting partner

\_\_\_\_\_  
Name in capitals

# General Terms and Conditions of the Guided Tours at Formnext

## 1. Scope of Application

These General Terms and Conditions of the Guided Tours shall form an integral component of the contracts concluded between Mesago Messe Frankfurt GmbH (hereinafter, "Mesago") and the exhibitor concerning the organization and the conduct of the Guided Tours. These Terms and Conditions alone shall apply. Any general terms and conditions of business of the exhibitor at variance herewith shall not be applicable.

## 2. Orders / Contracts

(1) For purposes of clarity, it is hereby stated that the service manual for exhibitors and any performance specifications or comparable documents provided by Mesago shall not constitute an offer from Mesago. The manual, specifications, etc. shall not be binding.

(2) The exhibitor shall issue a binding offer by way of the order of the Guided Tours. The order must be made in writing. Mesago shall accept such offer by sending an order confirmation.

(3) Mesago may implement third-party companies and/or subcontractors to perform the agreed services.

## 3. Prices / Terms and Conditions of Payment / Retention Right

(1) Unless stipulated otherwise, the prices specified by Mesago are in euros and do not include the applicable value-added tax.

(2) Invoices issued by Mesago shall be due for payment without any deductions immediately upon receipt of the invoice.

## 4. Cancellation of Guided Tours

The exhibitor accepts, that individual tours or parts hereof could be cancelled due to lacking participants. A lack of participants is given, if the group is less than 30 people. In case of a cancellation of one or more tours or parts hereof due to a lack of participants, there is no right for full or partial reimbursement.

## 5. Responsibility for Content

(1) The exhibitor shall be responsible for the content of the specialist topics concerning the booked tour and any result damage. The exhibitor shall bear the responsibility for the content and legal admissibility. The exhibitor shall warrant that no third-party property rights will be infringed by his information or documentation whether provided by himself or on his behalf. Mesago shall not be obligated to verify whether the information or documents handed over by the exhibitor to facilitate the service infringe or might infringe on third-party property rights. Mesago shall therefore not warrant the absence of any third-party claims, unless information or documents are concerned that are provided by Mesago itself and are not based on content, information, etc. from the exhibitor.

(2) Mesago hereby reserves the right to refuse a participating exhibitor due to the content, origin or technical form in accordance with objectively justifiable reasons, provided the content thereof, in Mesago's opinion after a due assessment of the circumstances, contravenes the law, administrative regulations or *bonos mores* or the publication thereof is unreasonable for Mesago. The rejection of a participation shall be communicated to the exhibitor without delay.

(3) In the event the duties incumbent on the exhibitor in accordance with Paragraphs 1 and 2 are breached, the exhibitor must indemnify Mesago against all damage compensation and other claims of third parties and against all damage arising from the infringement of property rights and, if requested by Mesago, must render advance payments.

## 6. Liability

(1) Mesago shall only be liable in the event of damage due to intentional (in the sense of the German legal term "vorsätzlich") action or gross negligence. Notwithstanding the foregoing, Mesago shall remain liable for a violation of a guarantee (in the sense of the German legal term "Garantie"), the product liability according to the German Product Liability Act ("Produkthaftungsgesetz"), culpable (in the sense of the German legal term: "schuldhaft") injury to life, body or health or a negligent breach of material contractual duties. A material contractual duty is a contractual duty, whose performance is necessary to execute the contract properly and whose performance the other Contract Party may regularly rely upon. In the case of any slightly negligent breach of material contractual duties, Mesago's liability shall be limited in accordance with the type of performance owed to the foreseeable, direct, average damage typically found in contracts. The above provisions do not imply a change in the burden of proof to the detriment of the exhibitor and do not exclude any claims explicitly granted under these General Conditions.

(2) Paragraph 1 shall apply accordingly to Mesago's liability for its employees, workers, freelance collaborators and other vicarious agents and representatives and for personal liability thereof.

## 7. Cancellation of Orders

(1) Orders of the Guided Tours must be cancelled in writing.

(2) If cancelled before the conduct, Mesago shall be entitled to invoice the costs incurred up to such date. This shall also apply to damage compensation claims based on lost profit, to the extent the cancelled Guided Tour could not be placed elsewhere by Mesago for the booked period, despite corresponding efforts.

(3) If cancelled after 15 October, the exhibitor hereby agrees to pay the total agreed compensation.

## 8. Unforeseen Events

Events of *force majeure*, as well as measures related to labor disputes, shall exonerate Mesago from the obligation to fulfill orders and pay damage compensation.

## 9. Place of Performance and Jurisdiction

(1) Stuttgart shall be the place of performance and jurisdiction for all obligations arising from the contractual relation concerning the Guided Tours.

(2) Exclusively German law and the German text of these General Terms and Conditions of the Guided Tours shall apply. The provisions of the United Nations Convention on Contracts for the International Sale of Goods shall not be applicable.