

## British Exhibiting Group

1<sup>st</sup> – 4<sup>th</sup> February 2009

### Organised by the Federation of Sports and Play Associations (FSPA)

ISPO Winter is the largest European sporting goods trade fair and is seen as the springboard into Europe and beyond. Last year the show had over 64,000 trade visitors, 65% of which were from outside Germany, reflecting the international status of the show.

After the success of last years pavilion, the FSPA is again organizing an exhibiting group, we have reserved an area in the C Halls which is the Team Sports area. As part of the group exhibitors are provided with:

- high quality stand build & distinctive shell scheme stand in a key position within the show
- support services prior to & throughout the period of the show
- furniture package including electrics, carpeting and display panels
- marketing of the group in UK and European trade press
- trade fair participation fee (€115 per company)
- services of a group freight forwarder (exhibitors responsible for own freight costs)

The cost of exhibiting with the FSPA is **£220 per square metre** plus a management charge of £250 for FSPA members and £375 for non-members. Eligible companies may also apply for an export grant available through UK Trade & Investment. Priority will be given to those companies who are either *new to export* or *new to market*.

### What to do next....

To apply for space within the group stand, please complete the enclosed application and return it to the address detailed on the form. If you have any questions regarding the exhibition, the British group stand or applying for an export grant please contact Jane Montgomery on 02476 414 999 ext. 210 or email [jane@sportsandplay.com](mailto:jane@sportsandplay.com)

**This event is supported by**



**The cut-off date for applications is 31<sup>st</sup> October 2008**  
**Please see Terms and Conditions overleaf**



## Exhibitor Terms & Conditions

The Federation of Sports & Play Associations which is a UKTI accredited trade organisation is managing this exhibition and the Federation's terms and conditions apply to all exhibitors taking part in ISPO Winter 2009.

Failure to comply with any of these conditions may result in your company being refused participation in any future FSPA export event.

- No space will be reserved without payment of the stipulated deposit.
- An exhibitor who wishes to withdraw from the exhibition must accept any financial penalties that are levied by the show organisers (Messe München GmbH). The Federation will only reimburse deposits to companies who withdraw from the show prior to the cut-off date. (**31<sup>st</sup> October 2008**) and whose withdrawal is justified in writing. Companies withdrawing late (within one calendar month of the exhibition) will be liable for the full costs of the stand.
- Exhibitors must meet all of the costs of their participation in the exhibition. Full payment for the stand must be received by the Federation at least 30 days prior to the event.
- Exhibitors must provide the Federation with information about the products or services they wish to promote, and complete a UK group catalogue entry form, in advance of the exhibition.
- Exhibitors must have a company representative on their exhibition stand for the duration of the show.
- Exhibitors wishing to apply for an export grant must complete the relevant UKTI application form and return it to the Federation prior to the stipulated cut-off date.
- Exhibitors in receipt of UKTI export grants must adhere to all UKTI Terms and Conditions as provided with the grant application form.
- Exhibitors claiming export grant must be United Kingdom companies seeking to promote UK goods or services.



## ISPO Winter 2009

MUNICH TRADE FAIR CENTRE

1<sup>st</sup> – 4<sup>th</sup> February 2009

I wish to reserve space with the FSPA Exhibiting Group at ispo Winter

**Name**

.....

**Company**

.....

**Address**

.....

.....

.....

**Tel**..... **Fax** .....

**Email** .....

Please reserve a stand of ..... sqm (width) x ..... sqm (depth) at a cost of £220 per square metre (plus management charge).

**I enclose a cheque in the sum of** (please tick)

**£593.75 (£300 space deposit & £250 + VAT member's management fee)**

**£740.62 (£300 space deposit & £375 + VAT non-member's management fee)**

**made payable to the Federation of Sports & Play Associations (FSPA)**

(see Terms and Conditions).

Please note that due to the introduction of new German Federal Tax Laws on 1<sup>st</sup> January 2007 we are obliged to charge German VAT on the stand at a rate of 19%. This is fully refundable and we will provide you with the forms to enable you to reclaim this amount.

I have read the Terms and Conditions for this event and agree to adhere to them

Signed ..... Date .....

Return to: Jane Montgomery  
FSPA, Federation House, Stoneleigh Park, Warwickshire, CV8 2RF