For optimal handling please save the PDF on your local computer



PRINT/ONLINE EXHIBITOR DIRECTORY ▶ ▶ VISITOR GUIDE ▶ ▶ APP

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OFFICIAL FAIR MEDIA

WindEnergy Hamburg 2016, Hamburg



1



Exhibitor data

Closing date: 03/06/2016



A. Sutter Fair Business GmbH

WindEnergy Hamburg Media Service

Bottroper Straße 20 · 45141 Essen

 $\hbox{E-mail:} \quad windenergy hamburg@fair.sutter.de\\$

Fax: +49 201 52353-2510 Phone: +49 201 52353-510

In the name and for account of Hamburg Messe und Congress GmbH, Messeplatz 1, 20357 Hamburg (GERMANY) Hamburg District Court HRB 12054 • USt.IdNr. DE811214125 \cdot Bernd Aufderheide (Chairman of the board), Dr. Ulla Kopp (CFO)

Exhibitor data		
Your following statements will be used to create the entries Please refer to the application documents to see which dat An order will only be effected when you have explicitly ord	a will be published.	nges
		Information about the mandatory media package
We are main exhibitors		
We are co-exhibitors of:		
		To be listed alphabetically under letter:
Company name		
Street		
Postal code, place, and country		
Postal code and P.O. Box		
Phone	Fax	
E-mail	Intern	et
Contact person for queries		
Mr/Mrs	Phone	E-mail

By signature we accept the »Additional Terms of Participation for the media entry issued by Hamburg Messe und Congress GmbH«. The contract shall be subject to the laws of the Federal Republic of Germany. Place of performance and venue is Hamburg. All prices quoted exclusive VAT if applicable.

I would like to receive future promotional material via fax/e-mail for this and similar services (e.g. reference books / trade fair catalogues from the trade branch for wind industry) from Hamburg Messe and Congress GmbH (please delete as applicable, or delete the entire sentence if you do not wish to receive any further information). You are entitled to cancel this request at any time and without charge (except for communication) using one of the methods of communication stated above.

2



Exhibitor data

Closing date: 03/06/2016



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Contact person for the matchmaking tool The online exhibition planner is the ideal tool for visitors to prepare the trade fair. Please state your contact data so that appointments can be made in the run-up to the trade fair or for contacts afterwards.
Title
First name
Surname
Capacity
E-mail

3



Packages

Closing date: 03/06/2016

▶ CROSSMEDIA



A. Sutter Fair Business GmbH E-

WindEnergy Hamburg Media Service

Bottroper Straße 20 · 45141 Essen

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Special offer!

Starter package

We have gathered the most important entry formats in a package, with a guarantee to draw the attention to your company.

Rely on our expertise and look forward to a successful trade fair participation.

The starter package contains:



Stating of the product index reference numbers in the list of exhibitors A–Z

3 entries in the product index (1 entry included in mandatory media package)

To the product index categories ->

You can book further product index categories or additional entries via order form 7.

🕇 Hall plan logo 🛈

We hereby order the starter package

€ 656.- (+VAT)

You save 10 % $^{\circ}$

- ① Checking and adjusting your logo € 20.– (+VAT) Information about the logo
- 2) As compared to a single order.

4



Packages

Closing date: 03/06/2016



A. Sutter Fair Business GmbH E-mail: windenergyhamburg@fair.sutter.de

WindEnergy Hamburg Media Service Fax:
Bottroper Straße 20 · 45141 Essen Phone.

Fax: +49 201 52353-2510 Phone: +49 201 52353-510

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Are you looking for more? Professional package The more entry formats you choose, the quicker and the more often you will be found! This package ensures your professional presentation in the official trade fair media. The professional package contains:	► CROSSMEDIA
Logo package ① QR code in the list of exhibitors A–Z Target URL: Without target URL, the QR code will by default be linked to your online exhibitor entry. Stating of the product index reference numbers in the list of exhibitors A–Z 5 entries in the product index (1 entry included in mandatory media package)	
To the product index categories → You can book further product index categories or additional entries via order form 7. Communication data for the 5 product entries Hall plan logo ① Logo in the Visitor Guide ① Social media links For the following social media platforms you can give us your links: Facebook: Google+: Twitter: XING: LinkedIn:	
We hereby order the professional package ① Checking and adjusting your logo € 20.– (+VAT) Information about the logo ② As compared to a single order.	€ 1,355 (+VAT) You save 17 % ^②

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Packages

Closing date: 03/06/2016



A. Sutter Fair Business GmbH E-mail: windenergyhamburg@fair.sutter.de

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Hamburg District Court HRB 12054 • USt.IdNr. DE811214125 · Bernd Aufderheide (Chairman of the board), Dr. Ulla Kopp (CFO)

Leave nothing to chance! Premium package The package that makes the difference! With the following entry formats, you will reach even more visitors and potential buyers. The premium package contains:	CROSSMEDIA LIMITED
Logo package ① Animation of the logo in the online exhibitor directory QR code in the list of exhibitors A–Z Target URL: Without target URL, the QR code will by default be linked to your online exhibitor entry. Stating of the product index reference numbers in the list of exhibitors A–Z 5 entries in the product index (1 entry included in mandatory media package)	
Top of the list You can book further product index categories or additional entries via order form 7. 1 top of the list entry Communication data for the 5 product entries Logo for the 5 product entries ① Hall plan logo ① Logo in the Visitor Guide ① Social media links For the following social media platforms you can give us your links: Facebook: Google+: Twitter: XING: LinkedIn: 1 button banner at www.windenergyhamburg.com "companies & products" ②	
 We hereby order the premium package Checking and adjusting your logo € 20.– (+VAT) Information about the logo Please send your banner material to: e-publishing@sutter.de. Internet banners (static or animated) have to be in GIF or JPG format. Please deliver the link to your homepage as a *.txt file. As compared to a single order. 	€ 2,668 (+VAT) You save 25 % [®]



windenergyhamburg@fair.sutter.de



Exhibitors A-Z

Closing date: 03/06/2016



A. Sutter Fair Business GmbH

WindEnergy Hamburg Media Service

+49 201 52353-2510 Fax: Bottroper Straße 20 · 45141 Essen Phone: +49 201 52353-510

E-mail:

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Nobody will overlook this!

▶ Crossmedia Logo package in the official trade fair media

With your company logo or brand in the list of exhibitors A-Z, you will upgrade your entry and stand out from your competitors.

Your company logo will appear in all official trade fair media (print/online exhibitor directory and app).

We hereby order our company logo in the alphabetical list of exhibitors

€ 290.- each (+VAT)

Checking and adjusting your logo € 20.- (+VAT)

Information about the logo

Increase the advertising effect with moving images!

Animation of the company logo

As an upgrade for the logo package, your animated company logo immediately attracts attention in the list of exhibitors. We turn your logo into an eye-catcher directing visitors directly to your company.

The animation of your company logo will appear with each of your entries in the hit list of the online exhibitors and products search.

We hereby order the animation of our company logo (bookable only in conjunction with the logo package) € 250.- each (+VAT)

Win over new customers

Individual advertising text



An individual short presentation of your company will especially attract those trade fair visitors who do not yet know you.

The text will appear in all official trade fair media (print/online exhibitor directory and app) together with your exhibitor's entry.

We hereby order our individual advertising text in the alphabetical list of exhibitors

per 120 characters (incl. spaces)

€ 45.- (+VAT)

The advertising text can be supplied by e-mail to: windenergyhamburg@fair.sutter.de



Exhibitors A-Z

Closing date: 03/06/2016



A. Sutter Fair Business GmbH

WindEnergy Hamburg Media Service Bottroper Straße 20 · 45141 Essen

windenergyhamburg@fair.sutter.de E-mail:

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Hamburg District Court HRB 12054 • USt.IdNr. DE811214125 · Bernd Aufderheide (Chairman of the board), Dr. Ulla Kopp (CFO)

Plenty of information with a small footprint

OR code

There's no quicker and easier way to gather information about your offerings.

If you wish to receive the respective data to use the QR code logo at your booth in addition to the publication with your exhibitor's entry, please send an e-mail to e-publishing@sutter.de subject "QR code delivery".

We hereby order the QR code in the alphabetical list of exhibitors

€ 125.- (+VAT)

Without target URL, the QR code will be linked to your online exhibitor entry by default..

Show your entire product range

Offer reference numbers in the exhibitor entry

We would like to order the publication of our reference numbers from the list of products as additional line(s) beneath our entry.

We hereby order the product index reference numbers in the alphabetical list of exhibitors

€ **65.-** one-off (+VAT)

Listing of all ordered numbers flat-rate

Does your company have more than one site?

Representatives

Expand your basic entry with the address/es of your representative/s.

We hereby order the complete entry (name, address, communication details) of our representative

€ 40.- each (+VAT)

Company name

Street

Postal code, place, country

Post box zip code and post box city

Phone

Fax

F-mail

Internet

For additional addresses, please use a separate sheet of paper.

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Product index

Closing date: 03/06/2016



A. Sutter Fair Business GmbH

WindEnergy Hamburg Media Service Bottroper Straße 20 · 45141 Essen E-mail: windenergyhamburg@fair.sutter.de

Fax: +49 201 52353-2510 Phone: +49 201 52353-510

▶ Crossmedia

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Articles

(i) Articles listed hereafter can be ordered directly in the nomenclature (on the following pages).

Make new contacts

Product entry

Enhance your business and win over new customers by placing entries in the product categories.

Visitors will find your booth by looking for the products and services you advertise.

The product entry includes your company name, country, URL, and booth number and will be published in all official trade fair media (print/online exhibitor directory and app).

1 product entry is free of charge (included in the mandatory media package).

Each additional product entry in the product index **€ 67.–** (+VAT)

Nobody will overlook this!

Company logo product category*

Your company or brand logo upgrades your entry, and you will stand out from your competitors.

The company logo will appear in the product index of the catalogue.

€ **95.-** each (+VAT)

(+VAT) Checking and adjusting your logo € 20.– (+VAT)

Information about the logo

Direct contact

Communication data product category*

Give those who are interested in your products the chance to contact you directly.

Don't leave this opportunity to your competitors.

Communication data in the product index include your company's address, telephone, fax numbers and e-mail addresses and will appear in the catalogue.

€ **60.**– each (+VAT)

Win over new customers

Individual advertising text product category*

Reach your target group without any scattering loss.

Give interested visitors more information on your products.

The advertising text can be supplied by e-mail to: windenergyhamburg@fair.sutter.de

per 120 characters (incl. spaces) € 45.– (+VAT)

Leave competitors behind

The entry appears in the catalogue.

Top of the list entry product category*

Interested parties look deliberately for product providers and will see your entry first.

There is a double benefit for you: Your entry in the product and service directory will additionally appear in alphabetical order.

The entry will be published in the online exhibitor directory. Limited to 3 places as per product category.

€ **350.**– each (+VAT)



* Only in connection with an ordered product category.

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Product index

Closing date: 03/06/2016



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	We hereby order the following entries according to the prices stated below: Please mark as appropriate!												
			(b ¹	reach 95	reach 60.	ach & 350- each				61 61	reach .	reach	aged & 350 - each
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					1.1 1.2	Wind turbines < 2000 kW Wind turbines > 2000 kW						2.3.12 2.3.13	Resistors Condition Monitoring Systems (CMS)
					2	COMPONENTS / SUPPLIER						2.3.14	Software
					2.1 2.1.1 2.1.2 2.1.3 2.1.4 2.1.5 2.1.6 2.1.7 2.1.8 2.1.9 2.1.10 2.1.11 2.2 2.2.1 2.2.2 2.2.3 2.2.4	Mechanical components Rotor blades Lubrication Pitch systems Hubs Bearings Main shafts Gearboxes Couplings Braking systems Azimuth systems Machine carrier Hydraulic components Pumps Filters Valves Central lubrication						2.4 2.5 2.5.1 2.6 2.6.1 2.6.2 2.6.3 2.7 2.8 2.8.1 2.8.2 2.8.3	Fasteners / Link Other components Nacelle fairing Offshore towers Climb assists Platforms Lifts Offshore foundations Manufacturing technology Maschine tools Tools Surface technology NEW MATERIALS, COMPOSITES, RAW MATERIALS & SUPPLIES AND MATERIAL
					2.2.5 2.3.1 2.3.2 2.3.3 2.3.4 2.3.5 2.3.6 2.3.7 2.3.8 2.3.9	Seals Electrical components / measurement Generators Transformers Power converters Switching cabinets Cooling systems Measurement engineering Slip rings Cables/ Lines/ Cabling Control technology							PROCESSING

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Product index

Closing date: 03/06/2016



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					4.4	Cranes						6.1.2	Maintenance
					4.5	Pickups						6.1.3 6.1.4	Repairs Repowering
					4.6 4.6.1	Offshore vessels / logistic Wind turbine installation vessel						6.1.5 6.1.6	Deconstruction Recycling
					4.6.2	Ships for special		_		_		6.2	Commercial management
П					4.6.3	assignments Shipbuilding						6.2.1 6.2.2	Financial planning Contracting
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					4.6.5 4.6.6	Planes and helicopters Offshore supply vessel						6.3.2	Safety devices
					4.7	Ports and port technology						6.3.3 6.3.4	Hazard lights
					4.7.1	Port logistics		Ш		Ш	Ш	0.3.4	Ascent systems
					4.7.2	Cargo handling and transport systems		_		_		7	UTILITY / GRID OPERATION
					4.8	Offshore installation						7.1 7.2	Utility
					4.8.1	Diving and underwater				Ш	Ш	1.2	Independent Power Producer (IPP)
					4.8.2	equipment Special service provider						7.3	Grid operation
						·						7.3.1	Grid operators
					5	PLANNING & PROJECT DEVELOPMENT						7.3.2 7.3.3	Grid infrastructure Grid connection
					5.1	Engineering office						7.3.4	Substation / load
					5.2	Consulting			_	_	_		management / projections
					5.3	Windmeasuring and						7.3.5	Smart Grids
					5.4	-monitoring Surveyor						7.3.6	Measure-, navigate-, controltechnology
					5.5	Offshore exploration &						7.3.7	Grid safety
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					5.5.1 5.5.2	Hydrography Minesweeping service		Ш				7.4.1	Power Procurement
					5.5.3	Submersible probes and diving robot	l						

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Product index

Closing date: 03/06/2016



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					8.1.2	Financial services				age T			all registered companies that
					8.2	Insurance							t of energy storage.
					9	SERVICES							ge Tour in a special section I highlight your booth
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				П	9.3 9.3.1	Human Resources Training and development							simple and free-of-charge.
					9.3.2	Recruiting							onal catalogue entry Il automatically take part!
					9.3.3	Human Resources service provider						10.1	STORAGE
					9.4	Associations & Institutions Media						10.1	Mass storage media
					9.5 9.6	Other service providers						10.1.2	Storage technologies
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													for energy storage
							Ш	Ш				10.5	Energy management systems
												10.6	Virtuel power plant

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Products/brandmarks

Closing date: 03/06/2016



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Set your mark!	
Entry products/brandmarks	
Increase brand awareness. Cultivate your good name by booking an entry in the special trademark list.	
The entry in products/brandmarks includes your company name, country, URL, and booth number, and will be published in all official trade fair media (print/online exhibitor directory and app) .	
1 entry in products/brandmarks is free of charge (included in the mandatory media package).	1 182 1 .
We hereby order the following entry/entries in products/brandmarks	each additional entry € 67.– (+VAT)
Nobody will overlook this!	
Logo products/brandmarks	
With your company logo or brand in products/brandmarks you will upgrade your entry and stand out from your competitors.	
Your company logo will appear with your entry in the products/brandmarks list in the print/online exhibitor directory.	
We hereby order our company logo in products/brandmarks	€ 95.– each (+VAT)
(i) Checking and adjusting your logo € 20.– (+VAT)	Information about the logo

For direct contact!

Communication data products/brandmarks

Enable visitors to contact you even beyond trade fair hours.

Communication data with your entry in the products/brandmarks list of the catalogue include your address as well as your phone, fax, e-mail, and URL.

We hereby order the communication data with our entries in products/brandmarks

€ **60.-** each (+VAT)

The way to get noticed!

Individual advertising text products/brandmarks

Trade fair visitors, who do not know your products yet, will become curious with the help of an individual short introduction.

The text appears together with your entry in products/brandmarks (print/online exhibitor directory).

We hereby order the individual advertising text to our entries in products/brandmarks

per 120 characters (incl. spaces)

€ 45.- (+VAT)

The advertising text can be supplied by e-mail to: windenergyhamburg@fair.sutter.de

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Hall plan

Closing date: 03/06/2016



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A guide for your customers

Hall plan logo

Draw visitors' attention directly to your booth by placing your company logo in the hall plan legend.

The hall plan logo appears in the catalogue.

We hereby order the hall plan logo

€ **240.**– each (+VAT)

(†) Checking and adjusting your logo € 20.– (+VAT)

Information about the logo

A few steps to the finish line

Logo in the hall plan on the fairground

Show visitors the right direction by adding your company logo to the hall plans on the fairground!

We hereby order our logo in the plan of halls on the fairground

per booth **€ 125.–** (+VAT)

Checking and adjusting your logo € 20.– (+VAT)

Information about the logo

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Advertisements

Closing date: 03/06/2016



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WindEnergy Hamburg Media Service

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Get maximum attention

Advertisements in the print exhibitor directory and in the Visitor Guide

We offer various ad formats in the following media:

Print exhibitor directory

This comprehensive medium for trade fair visitors is intensely used as reference prior to, during, and after the trade fair. By placing ads, you get users' attention for your products.

Visitor Guide

The Visitor Guide is a handy map with the most important information to be carried around easily, its purpose being to provide a quick orientation on the trade fair site. Due to its compact form, it guarantees your ad the maximum attention. The high-circulation Visitor Guide will be handed out to visitors free of charge.

se accept the following order:	Width x Height in mm	Prices
2/1 page print exhibitor directory	240 × 210*	Please submit your offer
1/1 page print exhibitor directory	120 × 210* 95 × 191 type area	€ 2,890 (+VAT)
1/2 page print exhibitor directory	95 × 85	€ 1,790 (+VAT)
1/3 page print exhibitor directory	95 × 65	€ 1,290 (+VAT)
1/4 page print exhibitor directory	95 × 45	€ 990 (+VAT)
Cover page / reverse of dividing cardb bookmark / inserts print exhibitor dire		Please submit your offer
1/1 page Visitor Guide	210 × 148*	€ 3,490 (+VAT)
1/3 page Visitor Guide	69 × 148	€ 1,950.— (+VAT)
Cover page Visitor Guide	210 × 148*	Please submit your offer
	* Bleed (+3–5 mm bleed)	

^{*} Bleed (+3–5 mm bleed)

Advertisements will be best possibly placed to your entry.

Production costs will be charged according to time and work.

Coloured advertisements will be printed in 4c (CMYK).

Printing material must be submitted electronically with colour proof:

- via FTP* (login data by e-mail to: advertising@sutter.de)
- CD-ROM*
- Programmes: Adobe InDesign, Illustrator
- Formats: .tif, .eps, .jpg (300 dpi minimum; 600 dpi for images incl. lettering)
- High-end PDF (without colour bar and fiducials)
- Incl. all used fonts and images
- * Please identify the file with the name of the exhibition and your company name.

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Visitor Guide

Closing date: 03/06/2016



A. Sutter Fair Business GmbH

E-mail:

windenergyhamburg@fair.sutter.de

WindEnergy Hamburg Media Service Bottroper Straße 20 · 45141 Essen Fax: +49 201 52353-2510 Phone: +49 201 52353-510

In the name and for account of Hamburg Messe und Congress GmbH, Messeplatz 1, 20357 Hamburg (GERMANY) Hamburg District Court HRB 12054 • USt.IdNr. DE811214125 \cdot Bernd Aufderheide (Chairman of the board), Dr. Ulla Kopp (CFO)

Show the complete range of your products and services.

Product-news Visitor Guide

This is the place to present all valuable information about your company in a compact and clear way.

Visualize your products for your potential customers with images.

The entry for a new product consists of the company name, 500 characters text incl. spaces, product picture, and the hall/booth coordinates. Please send your text material in English.

We hereby order a product-news entry in the Visitor Guide

€ 1,950.- (+VAT)

The material will be sent by e-mail to: windenergyhamburg@fair.sutter.de before the deadline.

only available for main exhibitors

For more visitors - the guide to your booth!

Logo Visitor Guide

Draw visitors' attention directly to your booth by placing your company logo in your stand.

The hall plan logo appears in the hall plan in the Visitor Guide.

We hereby order our logo in the Visitor Guide

per booth **€ 295.–** (+VAT)

Checking and adjusting your logo € 20.- (+VAT)

Information about the logo



Online

Closing date: 03/06/2016



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Fax: +49 201 52353-2510 +49 201 52353-510 Phone:

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arget oriented advertising!		
Social media links		
Reach your target group where it is most exposed: in the social medion There's no place else where you can address your customers so point		
he links to your social media sites will be published in your onlin	e exhibitor entry.	
We hereby order the publication of our social media link	ks	€ 50 flat-rate (+VAT)
Please give us your links for the following social media plati	forms:	
Facebook:	Google+:	
Twitter:	XING:	
LinkedIn:		
Looking for something? Found it! Alternative writing of company name Now you can make sure that your customers will find you – no matte The alternative writings of your company's name appear in your of the company name are free of charge (included in the	er how they write your company's name. ponline exhibitor entry and in the app. the mandatory media package).	
Looking for something? Found it! Alternative writing of company name Now you can make sure that your customers will find you – no matter The alternative writings of your company's name appear in your company in yo	er how they write your company's name. ponline exhibitor entry and in the app. the mandatory media package).	For each additional versior € 30.– (+VAT)
Looking for something? Found it! Alternative writing of company name Now you can make sure that your customers will find you – no matte The alternative writings of your company's name appear in your of the company name are free of charge (included in the	er how they write your company's name. ponline exhibitor entry and in the app. the mandatory media package).	
Looking for something? Found it! Alternative writing of company name Now you can make sure that your customers will find you – no matte The alternative writings of your company's name appear in your company of the company name are free of charge (included in the world with the company of the company of the writings of our company's results.	er how they write your company's name. ponline exhibitor entry and in the app. the mandatory media package).	
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Online

Closing date: 03/06/2016



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Keep interested parties updated!

Exhibitor news

Exhibitor news appear on the homepage (press and visitors), in the Online Exhibitor Directory, and in the app. 1 entry is included in the mandatory media package.

We hereby order the following exhibitor news

each additional news € 80.- (+VAT)

The exhibitor news consist of a German headline (max. 200 characters), a German text (max. 1,200 characters), an English headline (max 200 characters), an English text (max. 1,200 characters), and 1 picture.

Please mark **one** category for your exhibitor news in the Online Exhibitor Directory:

- > Onshore
- > Offshore
- > Manufacturers of wind turbines
- > Components / supplier
- > New materials and composites
- > Installation
- > Planning & project development
- > Operation & maintenance
- > Utility / Grid operation
- > Services
- > Finance & Insurance
- > Health & Safety
- > Storage & Smart Energy
- Please send your news material via e-mail to: e-publishing@sutter.de before the deadline.

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Online

Closing date: 03/06/2016



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Are you looking for talents?

Entry in the online exhibitor directory category recruiting/job route

Use WindEnergy as a career market for the wind industry and get in contact with high profile candidates by becoming an important part of the job route.

Your entry appears in the online exhibitor directory category recruiting/job route of WindEnergy Hamburg. In addition, your company will also be mentioned in the job route both in the APP and print material.

We hereby order our entry in the online exhibitor directory category recruiting

€ 150.- (+VAT)

Text (100 characters max.):

You can also send your text to: windenergyhamburg@fair.sutter.de

Please sort your entry additionally in the following profession categories: commercial technical

Would you like to gain more awareness?

Image ad in the online exhibitor directory category recruiting*

Give a detailed presentation of your field of activity and job offer(s).

Your image ad with the focus on recruiting contains an additional text with a max. of 1,000 characters. It will appear in the online exhibitor directory category recruiting of WindEnergy Hamburg.

We hereby order an image ad in the online exhibitor directory category recruiting

€ 350.- (+VAT)

Please send your material to: windenergyhamburg@fair.sutter.de

Size: max. 620×877 Pixel File format: JPG, PNG. PDF (up to A4 format)

*The ad can only be booked if you have previously booked the entry in the online exhibitor directory category recruiting.

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Online

Closing date: 03/06/2016



A. Sutter Fair Business GmbH E-mail: windenergyhamburg@fair.sutter.de

 WindEnergy Hamburg Media Service
 Fax:
 +49 201 52353-2510

 Bottroper Straße 20 · 45141 Essen
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No. 1 in your hall

Top of hall - online exhibitor directory

Put the spotlight on your booth and present yourself as the leader in your hall.

With a top of hall banner in the hall plans of the online exhibitor directory, visitors will see you first on their virtual trade fair tour.

Limited to 3 banners as per hall plan.

Ad format 156 x 60 pixel

We hereby order the top of hall banner

€ 250.- each (+VAT)

Specific information for everybody!

Virtual brochure display

Your product brochure is an important trade fair information medium, highly accepted by your contacts and visitors. Offer this brochure online to a broader target group and get more contacts.

Your brochure will be available for download in PDF format in your online exhibitor's entry.

We hereby order our virtual brochure display for download

€ 250.- each (+VAT)

Brochure can be supplied by e-mail to: windenergyhamburg@fair.sutter.de

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Online

Closing date: 03/06/2016



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Spread your message

Banner

With a banner ad on the official trade fair homepage, you will catch the eyes of the visitors.

Increase the number of your contacts — prior to, during, and after the trade fair. Make sure to book your banner space for the relevant trade fair period now in order to attract even more customers.

We offer banner space for your ad message in attractive formats and in different sections of the homepage.

Button banner online exhibitor directory

Appears on the pages of the online exhibitor directory.

Ad options are limited to 3 places for 3 customers respectively.

Duration: ends 1 week after the end of the trade fair.

Ad format: 160 x 60 pixel

We hereby order a button banner

€ 850.- (+VAT)

Vertical banner online exhibitor directory

Appears on the pages of the online exhibitor directory. Ad options are limited to 1 place for 3 customers. Duration: ends 1 week after the end of the trade fair.

Ad format: 120 x 180 pixel

We hereby order a vertical banner

€ 1,450.- (+VAT)

Skyscraper banner online exhibitor directory

Appears on the pages of the online exhibitor directory. Ad options are limited to 1 place for 3 customers. Duration: ends 1 week after the end of the trade fair.

Ad format: 120 x 600 pixel

We hereby order a skyscraper banner

€ 2,900.- (+VAT)

(i)

Please send your banner-material to: e-publishing@sutter.de

Internet banners (static or animated) have to be in GIF or JPG format.

Please deliver the link to your homepage as a *.txt file.

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Online

Closing date: 03/06/2016



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WindEnergy Hamburg Media Service

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E-mail: windenergyhamburg@fair.sutter.de

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Vertical banner exhibition website

Appears in the "Visitors" section, among others next to the content. Ad options are limited to 1 space for 3 customers.

Duration: ends 1 week after the end of the trade fair.

Ad format: 120 x 180 pixel

We hereby order a vertical banner

€ 1,450.- (+VAT)

Fullsize banner exhibition website

Appears in the ''Visitors' section, among others on the starting page. Ad options are limited to 2 spaces for 6 customers.

Duration: ends 1 week after the end of the trade fair.

Ad format: 468 x 60 pixel

We hereby order a fullsize banner

€ 1,150.- (+VAT)

Skyscraper banner exhibition website

Appears in the "Visitors" section, among others next to the content. Ad options are limited to 1 space for 3 customers.

Duration: ends 1 week after the end of the trade fair.

Ad format: 120 x 600 pixel

We hereby order a skyscraper banner

€ 2,900.- (+VAT)



Please send your banner material to: e-publishing@sutter.de

Internet banners (static or animated) have to be in GIF or JPG format.

Please deliver the link to your homepage as a *.txt file.

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Online

Closing date: 03/06/2016



A. Sutter Fair Business GmbH

WindEnergy Hamburg Media Service

Bottroper Straße 20 · 45141 Essen

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Your company in the leading role

Video screening

Internet users are increasingly interested in moving pictures in the web. A video creates high attention, makes users want to learn more about your company, and highlights the advantages of your products.

The video will be placed in the online exhibitor directory.

We hereby order the screening of a video

€ 250.- (+VAT)

Converting and uploading of existing video material, 2–3 minutes in length, on your presentation site in the online list of exhibitors (runtime: until the update of the follow-up event).

You provide assurance that you are in possession of all the film, language, image, and sound rights and are allowed to utilize the work. You release Hamburg Messe und Congress GmbH from all claims by third parties arising from any infringement of such rights.

Please send your video material to e-publishing@sutter.de

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App

Closing date: 03/06/2016



A. Sutter Fair Business GmbH

We hereby order an app logo hall plan

WindEnergy Hamburg Media Service

Bottroper Straße 20 · 45141 Essen

E-mail: windenergyhamburg@fair.sutter.de

Fax: +49 201 52353-2510 Phone: +49 201 52353-510

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Advertising in the app
Please send me an offer
Please send me information
App logo hall plan
It will appear in the trade fair app as web-optimized logo above the plan of your hall. Additionally, your booth will be highlighted in the hall plan by a different colour.
Ad format: 156 x 60 pixel

By signature we accept the »Additional Terms of Participation for the media entry issued by Hamburg Messe und Congress GmbH«. The contract shall be subject to the laws of the Federal Republic of Germany. Place of performance and venue is Hamburg. All prices quoted exclusive VAT if applicable.

€ 250.- (+VAT)

windenergyhamburg@fair.sutter.de



Newsletter

Closing date: 03/06/2016



A. Sutter Fair Business GmbH

WindEnergy Hamburg Media Service

Fax: +49 201 52353-2510 Bottroper Straße 20 · 45141 Essen Phone: +49 201 52353-510

E-mail:

In the name and for account of Hamburg Messe und Congress GmbH, Messeplatz 1, 20357 Hamburg (GERMANY) Hamburg District Court HRB 12054 • USt.IdNr. DE811214125 · Bernd Aufderheide (Chairman of the board), Dr. Ulla Kopp (CFO)

Present your news in advance!

Visitors newsletter

The newsletter does not only inform about the latest developments in connection with the trade fair, but also about trends and developments in the trade branch.

Even before the official start of the trade fair, the newsletter gives you the opportunity to present yourself to a broad public and to get into contact with interested parties and new customers.

Advertorial – PR-article/product introduction

Picture, headline, and teaser in the layout of the editorial newsletter articles, marked with the word "Advertisement".

Link to a landing page according to the customer's specifications.

The text ad consists of 1 picture (210 x 240 pixel), a headline (max. 40 characters), text (max. 350 characters), and link text (max. 34 characters) - spaces included respectively.

Please send your newsletter material in electronic form by e-mail to: e-publishing@fair.sutter.de before the deadline. Delivery of your Internet banners as JPG (static, RGB, 72 dpi). Please include the link to your website in your e-mail. € 950.- (+VAT)

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Advertising material

Closing date: As soon as possible



A. Sutter Fair Business GmbH

WindEnergy Hamburg Media Service

Bottroper Straße 20 · 45141 Essen

E-mail: windenergyhamburg@fair.sutter.de

Fax: +49 201 52353-2510 Phone: +49 201 52353-510

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The personal invitation for your customers!

Advertising material

Don't miss the opportunity to invite your visitors purposefully. With your company logo and hall/booth number added to our advertising material, your customers know at once where to find your company.

Invitation with imprint

This enables you to invite your guests to visit your presentation at the exhibition for free.

Quantity	Price								
300	100 €	900	167 €	1,500	203 €	2,500	250 €	5,500	400 €
400	120 €	1,000	173 €	1,600	209 €	3,000	275 €	6,000	425 €
500	143 €	1,100	179 €	1,700	215 €	3,500	300 €	6,500	450 €
600	149 €	1,200	185 €	1,800	221 €	4,000	325 €	7,000	475 €
700	155 €	1,300	191 €	1,900	227 €	4,500	350 €		
800	161 €	1,400	197 €	2,000	233 €	5,000	375 €		

Size of voucher: 205 x 95 mm, max. width of logo: 45 mm, logo colour black/white

Minimum order: 300 units

For orders of more than 7,000 invitations, please contact us via e-mail: windenergyhamburg@fair.sutter.de

plus € 25.00 costs for layout,

plus \in 14.00 shipping costs for package (max. 20 kg)

Logo (preferably in black/white) will be sent within 2 days to logo@sutter.de

A separate logo (black/white) is attached to this order.

Delivery of invitations is only possible after receipt of your logo file.

if we do not receive your logo file within 2 days, we will convert your logo of your media entries (if available).

Invitation without imprint

We hereby order units invitations without imprint shipping free of charge

Minimum order: 30 units

All prices are net plus turnover tax.

After the exhibition we will charge you the reduced admission fee only for the redeemed invitations.

from 51 invitations

€ 15.-

Beforehand please note the invitation number and the name of your customer. After the event you will get an Excel file with all invitation numbers redeemed.

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Advertising material

Closing date: As soon as possible



A. Sutter Fair Business GmbH

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Online Invitation

Use the online codes for your own marketing activities.

We hereby order _____ online invitations

redemption free of charge

- Each main exhibitor will receive 500 online invitation codes (co-exhibitors 50) at the end of april.
- All prices are net plus turnover tax.

 After the exhibition we will charge you the reduced as

After the exhibition we will charge you the reduced admission fee only for the redeemed invitations.

from 51 invitations € 15.–

Beforehand please note the invitation number and the name of your customer. After the event you will get an Excel file with all invitation numbers redeemed.

Sticker with imprint

You can order self-adhesive stickers in order to use your complete business correspondence as an advertising medium. This will inform your customers about your trade fair participation.

Upon request, the stickers are available with imprinted hall and booth number.

Quantity	Stickers	Price	Quantity	Stickers	Price
50	600	€ 31.50	300	3,600	€ 65.00
100	1,200	€ 44.00	400	4,800	€ 75.50
200	2,400	€ 54.50	500	6,000	€ 86.00

(i) Size: 35 x 62 mm

1 sheet = 12 stickers

Minimum order: 50 sheets (600 stickers)

plus € 25.00 handling costs for print copies

plus € 14.00 shipping costs per package (up to 20 kg)

Sticker without imprint

We hereby order _____ sheets sticker without imprint

shipping is free of charge

Minimum order: 30 sheets (360 stickers)

All prices indicated are incl.VAT.

General Terms of Business Additional Provisions for Media Entries

according to § 14 of General Participation Conditions of Hamburg Messe und Congress GmbH





I. General, area of application

The following General Terms and Conditions apply to all exhibitors and their orders for the
provision of services at fairs and exhibitions of Hamburg Messe und Congress GmbH
(hereinafter called "HMC") – with the exhibitor being the customer and the HMC being the
contractor.

HMC relies on its service partner, which is A. Sutter Fair Business GmbH (SFB), who acts in the name and on behalf of HMC for the provision of media entry services.

By placing an advertisement and/or entry order, the exhibitor accepts the "Additional Provisions for Media Entries" of HMC. These provisions apply exclusively. Contrasting or deviating conditions of the exhibitor are not accepted unless otherwise expressly agreed in writing by HMC.

The contractual relationship between the contractor and the customer are exclusively subject to German law.

II. Contract conclusion, responsibility

1. Online user authorisation

Subject to the approval of the exhibitor, the latter will receive a password and a user name as user authorisation for the OnlineServiceCenter (OSC) and the online shop. The password and the user name must be kept confidential and must be protected against unauthorised third-party access

The exhibitor is responsible for any order and inquiries submitted using the password and/or the user name to HMC.

2. Contract conclusion by online order

The contract is concluded through the placement of an order by the exhibitor – order – and its acceptance by SFB. The proposal for a contract conclusion is provided by completing and submitting the order form made available online by SFB through the exhibitor. The offer is submitted by clicking on the "submit order" button. The order is deemed as accepted when an order confirmation is send to the exhibitor via email. Oral orders or text modifications are invalid.

Contract conclusion by fax order

A contract can also be concluded alternatively through a fax order. A contract by fax is deemed as concluded if the exhibitor has sent the order duly signed to SFB before the editorial deadline. SFB is not obligated to perform any order without the receipt of the duly signed order form.

4. Correctness, completeness and legal compliance of the provided information

The exhibitor is responsible for the correctness, completeness and legal compliance of any information provided to SFB. The use of phone numbers and other third-party information is subject to the third party's consent, which is deemed to have been obtained by the customer when placing the order with SFB. The customer is solely liable for any infringement of third-party rights and in particular intellectual property rights, trademark rights or competition regulations due to the performance of the order. This also applies to rights with regards to Internet domains, including their registration and/or the contents/layout of homepages and websites. The exhibitor agrees to indemnify and hold HMC harmless for any third-party claims resulting from such infringement.

III. Documents, changes and content layout

- 1. Advertisement texts, logos, artwork, drawings, data and other material to be provided for contract purposes by the exhibitor must be included in the order and provided unrequestedly to the service partner within 14 days from the order date by the latest. If the exhibitor fails to submit the required material to the service partner in due time, HMC is entitled to terminate the contract upon expiry of a reasonable period of grace and claim damages for non-performance. The return of the materials provided to the service partner upon completion of the order to the exhibitor can only be performed upon the expressive request and at the cost of the latter.
- 2. The exhibitor is obligated to notify occurring changes to the service partner immediately in writing in order to enable technical changes to be applied. Changes and updates of the original order are subject to additional fees. Orders that are duly placed until the editorial deadline, will be entered in the catalogue. A galley proof of all exhibitor entries and designed advertisements will be sent to the exhibitor.
- 3. The media entry is subject to the existing specifications of HMC. The exhibitor has no influence over the contents and structure of such specifications and in particular with regards to the catalogue's product index. Even in case of deviating orders, only the data indicated as valid by HMC can be printed. HMC reserves the right to finally decide about layout issues (text layout, font, size, graphics) in order to ensure a consistent type image.
- 4. The exhibitor is responsible for the contents of its advertisement. Print document (logos and advertisements) defects that are detected only during the print run, do not entitle the customer to claims against HMC and/or the service partner.

IV. Withdrawal, Force Majeure

- In case of a withdrawal or limitation of placed orders, HMC is entitled without further proof of damage, to demand an administration fee of up to 50% of the order value.
- HMC reserves a right of withdrawal until the editorial deadline if an order is subject to complaint due to its contents, origin or technical form, the publication is unreasonable for HMC or if the exhibitor has failed to make payments for previous or current orders in due time.
- 3. If HMC is unable to fulfil its obligations due to unforeseeable events affecting HMC or its servants, which could not have been avoided by HMC even when applying reasonable care, like. e.g. labour disputes, energy supply failures, administrative actions, etc., the performance period is extended by a period of time corresponding to the duration of such event plus a reasonable lead time. After six (6) months, the exhibitor is entitled to withdraw from the contract.

V. Prices and payment terms

 The prices for advertisements and other entries in the print and online catalogue as well as for advertising media and outdoor advertising are indicated in the HMC price list applicable on the order date. The cost of print materials to be produced, like final artworks, video masters, etc. are not included in the advertisement price and will be invoiced separately to the exhibitor.

- The prices are indicated net of the legal VAT applicable on the order date. If the tax rate changes between the date of the contract conclusion or the publication of the document, HMC reserves the right to charge and/or credit any VAT amount in exceeding or undergoing the originally invoiced VAT amount, unless otherwise provided for by law.
- 3. The invoice amount becomes payable immediately upon billing without deduction irrespectively of the publication of the media. HMC expressly reserves the right to demand advance payments. Invoice complaints are only considered if filed in writing within 14 days as from the date of invoice receipt. HMC will inform the exhibitor expressly about the effects of its behaviour upon submission of the invoice. In case of late payments or deferment, late interests at a rate of 8% above the respective standard interest rate as well as a fee of €3.00 for each subsequent reminder will be charged. Payments must be made on the account indicated by HMC on the invoice, indicating the order number for reference.
- 4. The exhibitor is not entitled to offset any claims against HMC unless such claims are undisputed or legally established. This provision also applies for commercial transactions. The exhibitor is only entitled to a retention of title according to § 273 of the German Civil Code to the extent that the counterclaim relates to the same contract relationship. §§ 273, 320 of the German Civil Code and § 369 of the German Commercial Code are not applicable to business transactions with merchants.
- 5. No commission is paid to advertising agencies.

VI. Warranty

- Obvious defects must be notified to the service partner and HMC (carbon copy) within 30 days

 or immediately, in case of registered traders after their occurrence. Complaints filed after
 the expiry of this period are rejected and the entry is deemed as approved in this case.
- 2. If the ordered entry or any part thereof has not been published or published with altered contents, the exhibitor is not entitled to claim supplementary performance and in particular reprint, insertion or dispatch of corrective amendments. In case of a paid advertisement the exhibitor is entitled to demand a reduction of the invoice amount or to withdraw from the contract. In case of a complaint concerning electronic documents, HMC is obligated to supplementary performance during normal business hours from Monday to Friday under exclusion of any other claims. In case of a delayed, omitted or failed supplementary performance the exhibitor however is entitled to withdraw from the contract or to demand a reduction of the compensation.

VII. Liability

- HMC is liable without limitation for damage claims for a default of HMV, its legal representatives or its servants in case of damages due to wilful acts or gross negligence. HMC is not liable for damages due to simple negligence unless it has breached material contractual obligations, the fulfilment of which is required for the purpose of the contract (breach of cardinal obligations).
- In case of simply negligent breach of cardinal obligations, HMC is only liable for contract typical damages that were reasonably foreseeable at the date of contract conclusion. HMC assumes no liability for indirect damages in this case.
- If the exhibitor is a registered trader, the liability of HMC for gross negligence of its servants is limited to the damages that are foreseeable for this type of publishing transactions.
- The liability of HMC for each damage caused by it is limited to €12,500.00 for all damages, unless the damage has been caused by wilful act or gross negligence.
- The liability limitations stipulated above do not apply in case of personal injuries and damages, if a liability is imposed by the product liability act, if a warranty declaration is concerned or in case of a fraudulent concealment of a defect.
- HMC assumes no liability for a failure to perform entries by mistake, incorrect performance, print errors, indication of incorrect booth numbers unless in case of gross negligence or wilful acts.
- 7. The customer's damage claim in case of a fully or partially illegible, incorrect or incomplete print or inadvertent failure to publish is limited to the invoice amount of the advertisement. The advertiser is responsible for the contents of advertisements and entries and any damage arising thereof.
- If the ordered advertisement is published in an online object, a short-term system failure due to technical requirements does not give rise to any damage claims.

VIII. Limitation of time

Any claims of the exhibitor for defects or damages expire within one year from the beginning of the legal limitation of time. This provision does not apply to time limitations concerning claims based on a wilful or gross negligent breach as well as for the cases mentioned in VII.5.

X. Place of performance, place of jurisdiction

The place of performance is Hamburg. If the exhibitor is a registered trader, a legal entity of public law or a public fund asset, Hamburg is the place of jurisdiction. HMC is however entitled to file a claim against the exhibitor with the court at the place of residence of the latter. If the exhibitor moves its place of residence or domicile out of the area of application of the Federal Republic of Germany subsequently to the contract conclusion, Hamburg is the place of jurisdiction. This provision equally applies if the place of residence or domicile is unknown at the time the claim is filed.

XI. Data

HMC uses a secure transmission procedure for transferring exhibitor data in order to ensure the highest possible safety standard. The relevant provisions of the Federal Data Protection Act are observed.

The data (name, address, email, etc.) are collected by HMC to the extent required for the justification, design or modification of the contractual relationship in an automated procedure. HMC is entitled to disclose this information to third parties entrusted with the delivery of the services to the extent required for fulfilling the concluded contracts.

Unless objected by the customer, HMC is also entitled to collect, process and use the received data for consulting the exhibitor, to perform market research and for preparing demand-oriented offers. The exhibitor can revoke this consent at any time without giving reasons.

CONTACT



Mediaservice



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Editor



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