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general participation regulation

in the 41<sup>ST</sup> international fair  
of thessaloniki

5 - 19 september

1976

**HELEXPO**

**general participation regulation**

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# THESSALONIKI INTERNATIONAL FAIR

## 41<sup>ST</sup> SESSION

5-19 September 1976

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# GENERAL REGULATIONS OF PARTICIPATION

## A. GENERAL RULES

### Article 1.

The Thessaloniki Legal State Authority, officially known as «THESSALONIKI INTERNATIONAL FAIR» (T.I.F.), operates annually in the autumn as an international trade fair. T.I.F. aims at the development and tightening of financial relations as well as at contacts between producers and consumers both home and abroad. At the same time, T.I.F. contributes to the promotion of Greek Tourism and the projection of State achievements.

### Article 2.

The opening and closing date of every session is determined by the T.I.F. Administrative Board and is written on the attached Declaration of Participation.

The T.I.F. Administrative Board reserves the right to alter the above dates by a decision communicated through the press or the relevant bulletins of the T.I.F.

Such alteration cannot serve as the grounds for claims for idemnity, on the part of exhibitor or T.I.F. lessee, of any kind whatsoever.

### Article 3.

- During its function the Fair grounds and pavilions constitute a market where commercial transactions are concluded on the basis of samples and exhibits displayed, retail sales being altogether prohibited.
- At the discretion of its Administrative Board, T.I.F. may allow the set up of special halls where it will be permitted to display and sell in retail small exhibits and souvenirs as well as popular art items and handicraft free of duty.

### Article 4.

The T.I.F. is open to exhibitors (in person or by proxy, through authorized agents or commercial representatives) displaying exhibits which have in no way been previously used (explosives and inflammable material being however excluded) and belonging to one of the following categories:

- Local or foreign physical or legal persons dealing with manufacturing industry or small scale industry for the display of their products.
- State Organizations or Services, Agricultural Cooperatives or Public

### STRUCTURE AND OBJECTI- VES OF THE TIF

*(T.I.F. contributes to the promotion of financial relations and serves the producer's and the consumer's interests).*

### TIME OF FUNCTIONING

*(The duration of the 41st session of T.I.F.).*

### COMMERCIAL TRANSACTIONS

*(The T.I.F. grounds and pavilions constitute a market on the basis of samples).*

### EXHIBITORS — EXHIBITS

*(Authorized representatives can also participate in the Fair. The exhibits must be completely unused).*

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Utility Concerns for the promotion of their work of advertising or informative nature.

- c) Official or semi - official participations of various foreign states for the collective display of their products.
- d) Publishing houses dealing with economic, technical, cultural and touristic subjects only.

#### Article 5.

The spaces, of which the exhibitor has the right to ask for one or more consecutive sections, are:

##### a) Area within Pavilions

The minimum floor - space of each area is about 9 sq.m. or 12 sq.m. or 20 sq.m., depending on the location of the areas and the category of the exhibits.

##### b) Areas in sheds

These are intended for the display of machinery and their spare parts, engines, tools and heavy industry articles. The minimum floor - space of these areas is 30 sq. m.

##### c) Car Areas

The space allocated to the car areas is allowed at even sections with a floor - space of at least 80 sq. m.

##### d) Open - air Areas

These are intended for the display of goods such as construction machinery, agricultural and heavy machinery in general e.t.c. They are available in various sites with a minimum surface of 80 sq. m.

##### e) Spaces of long - term lease

After a decision of the T.I.F.'s Administrative Board, special sites are determined to be assigned to lessees for the erection by them of pavilions at their own expenses and on the conditions contained in the attached appendix A of this regulation.

The rent for all the above categories of space is determined by the Administrative Board and is written on the attached Declaration of Participation.

##### f) Pavilions for Foods (solid and liquid)

After a decision of the T.I.F.'s Administrative Board, special sites are designed as areas where certain foodstuffs will be sold or advertised by local consumption.

It is at the discretion of T.I.F. to decide whether to assign the exploitation of the above articles or part of them through a bidding competition, where T.I.F. would determine the terms and will determine also the manufacturing sectors in which the bidders must belong.

### SPACES TO BE LET - RENTS

*(Eight categories of exhibiting spaces in the T.I.F., with a different price for each one of them)*

#### g) Spaces for Advertising

The Administrative Board decides on and determines special advertising spaces as well as conditions on which advertising sites within the T.I.F. area are being allocated.

#### h) Spaces for Retail Sales

The T.I.F. Administrative Board can decide on and determine special spaces for the retail sales of small items and souvenirs.

The spaces are of the following categories:

1. The Greek Popular Art and Handicraft Hall where only made in Greece goods can be displayed. The minimum surface of these areas is 6 sq.m.
2. A Hall for retail sales where exhibits of indiscreet origin free of duty are displayed on conditions determined by the Administrative Board. T.I.F. reserves the right to allow these areas at its own discretion through bidding competitions and on special conditions within the last ten days of May.

#### Article 6.

- a) Domestic exhibitors who have a collective display of their exhibits in the form of associate participation may be granted by the Administrative Board as much as 30% discount on the rent of the space such participation would occupy.
- b) For a foreign collective participation or for an official State participation the discount on the tariff is determined to 20%. The same 20% can be granted by the T.I.F.'s Administrative Board to a semi - official State participation, too.
- c) In cases of individual participations of greek manufacturing industries and handicraft corporations a 20% discount is granted.
- d) For the participation of Public Utility authorities the discount is determined to 50%. As far as this case is concerned the Administrative Board reserves for itself the right to offer spaces free of rent.

#### Article 7.

- a) Prospective exhibitors may register by filling in the form «DECLARATION OF PARTICIPATION» a sample of which is hereby attached. This must be filled in, signed and mailed to T.I.F. four months prior to its opening date at the latest.
- b) The official participation of states must additionally submit an official list of the representatives in Greece of the Firms of their country participating in the Fair with full details.
- c) Declarations for participation of additional firms, further to those submitted from the beginning by the exhibitors, are accepted up to the date of the Fair's opening at least.
- d) The requested space must correspond with the quantity of the exhibits displayed. More than one exhibiting firms declared by the same representative can participate together within the same area but on the condition that the exhibits will be of the same category and in a proportion

### DISCOUNTS ON THE RENT

*(Four cases that a discount on the rent can be granted on).*

### DECLARATIONS OF PARTICIPATION

*(Proceedings and time of submitting Declarations of Participation by Greek and foreign exhibitors).*

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of 4 sq.m. for those belonging to paragraph a and 10 sq.m. for those belonging to para. b, c of article 5 of this Regulation.

- e) Prospective exhibitors who apply directly or through an authorized representative are not entitled to commission another representative to display produced articles of the same kind. They may, however, display other articles of their production, but which are of different use and destination, at the discretion of T.I.F.
- f) When a prospective exhibitor has applied for participation through an authorized representative, T.I.F. reserves the right to ask, in addition to the Declaration of Participation made by the representative, for a written acknowledgement of this order for participation which will be sent by the exhibitor directly to T.I.F.
- g) The representative in Greece of an exhibitor seating abroad is jointly and wholly responsible together with his assignor for the discharge of obligations to T.I.F. Moreover, he is not entitled to the «Bénéfices d'exclusion et division».
- h) Representatives of foreign firms obligated to state the title of the export firm, declared by them as exhibitor, will eventually ship their exhibits, considering that export firms cannot be deemed as exhibitors.
- i) The Declaration of Participation must be accompanied by sum representing 25% of the total rent due on the space that the applicant wishes to occupy, which must be remitted in cash or by bank or postal order, otherwise T.I.F. might not take into consideration the Declaration. The balance of the rental due must be paid in not later than 30 days prior to the day of T.I.F.'s opening. Remittances are to be made payable to the order of the T.I.F.
- j) Particulars of the Application form are inserted in the Exhibitors' Catalogue obligatorily and, together with the prepayment of the rent, is paid a sum determined by the T.I.F. Administrative Board which is written on the Application Form.
- k) Declarations for participation duly submitted after the expiration of the time - limit for submitting Declarations, stated in para. (a) of this article, are under the reservation of space availability, and are satisfied if and when there is available space. In this case the exhibitors must wait and comply with the T.I.F.'s decision.

#### Article 8.

- a) Every Declaration of Participation submitted is being considered and is either accepted or rejected. In the former case, a letter of admission as exhibitor is sent to the applicant. It is only then that the applicant assumes the right of exhibitor and lessee of the space rented to him, in accordance with the provisions of the present Regulation. In the latter case rejection is irrevocable and T.I.F. is in no way bound to state reasons for it, but has the obligation to return the amount advanced on the rent according to paragraph (g) of article 7.
- b) Applications of participation submitted by T.I.F. debtors from previous periods or made depend on terms and conditions are not accepted.
- c) The area to be rented and in general its location and extent are being decided by T.I.F.'s Administrative Board on the basis of the category

#### ACCEPTANCE OF DECLARATIONS — ALLOCATION OF SPACE

*(When the applicant assumes the right of exhibitor and lessee of the space allocated to him).*

where the products declared by the exhibitor are to be assigned.

The Administrative Board decides at its discretion on the category and has the right to bring about transferences or changes of position even after the allocation of the areas to be rented, without the exhibitor concerned acquiring any right to indemnity whatsoever through such transference or more.

- d) Allocation of the surface applied for is not obligatory for T.I.F. The Administrative Board may decide on granting a smaller or even a larger space according to the existing necessities and conditions. If a larger space is granted, the difference in rent for the additional space is due to T.I.F. and will be paid normally, as set forth in article 7 of the present Regulation. If smaller space is granted than applied for, rent is paid proportionately for this smaller surface.
- e) Should exhibitors express preference for certain space to be occupied, the T.I.F. will consider the exhibitor's wish and grant it as far as this is possible.

#### Article 9.

- a) Exhibiting areas are placed at the disposal of exhibitors, if possible 40 days before the opening date of T.I.F. Those concerned are notified through the Press, or otherwise, to come and assume delivery of their areas.

All works of decoration, installation and setting up of exhibits must be completed without fail by the morning of the T.I.F.'s inauguration day.

- b) Space which has not been occupied by the opening of the T.I.F., is considered available and may be leased to others without notification to the exhibitor. The Technical Service of T.I.F. ascertains how much space has been occupied by T.I.F.'s lessees of all classes after an accurate measurement of the allocated space.

Those concerned are informed of the results in writing. In case of disagreement T.I.F. must be informed of it in writing, within three days the latest. After the expiration of these three days, the measurements made by the Technical Service are considered that have been accepted without reservation by those concerned. If a lessee informs T.I.F. of his disagreement within the prescribed time - limit, the space occupied by him is measured anew in his presence or in the presence of his representative.

The results of this measurement are definite and obligatory for the lessee.

#### Article 10.

- a) The decoration of spaces rented is obligatory for the exhibitor and is carried out on the basis of drawings submitted in duplicate and approved by the T.I.F.'s Technical Service. One copy of the drawing approved must be on the site where the works are being carried out in order to be shown to the competent inspection employees of T.I.F.

The T.I.F. reserves the right to ask, according to its own judgement, uniformity of decoration in some groups of items exhibited. In such cases, T.I.F. will install itself those decoration items deemed as necessary for the uniformity of decoration, fixing in advance the price for these

#### RECEIVING AND DELIVERY OF STANDS

*(All works must be completed by the morning of the inauguration day).*

#### DECORATION — TECHNICAL SERVICING

*(The decoration of the rented space is obligatory for the exhibitor).*

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- items, which the Exhibitors are obligated to pay before the end of the Fair. Exhibitors will be responsible for any damage or loss of such items.
- b) Exhibitors must place an inscription with their title in Greek and in one of the languages English, French or German. If a firm participates through a representative, the latter's title is mentioned under the title of the exhibitor.
  - c) On technical matters concerning the arrangements of exhibiting areas, their partitions, the height of these, their inscriptions, decoration, traffic within pavilions, installation of telephone, supply of electric power and water etc, the T.I.F. Technical Service will issue special directives to guide exhibitors, in due time.
  - d) In cases where the decoration works or the works for the erection of state pavilions are entrusted to private decorators or technical enterprises, such assignments must be communicated promptly and in writing to T.I.F. To this effect, prior to starting any works on the space allocated, the aforementioned decorators or enterprises are obliged to sign a declaration stating that they have taken cognizance of T.I.F.'s Regulations and that they will comply accordingly.
  - e) An exhibitor has the right to build a provisional pavilion on an open-air site, or on part of it, provided that the requisites of good taste are being fulfilled, which implies that the relevant model must have the approval of T.I.F. before hand.  
Erection of such pavilions establishes no right whatsoever on the site where it is built and its owner is obliged to remove them at first notice of T.I.F. after the end of the Fair for the duration of which the space in question has been rented.
  - f) The general lighting of pavilions and sheds is charged to T.I.F. Any additional electric power, water supply, or telephone installation applied for by exhibitors is provided and charged on the basis of a tariff determined in due time.

#### Article 11.

- a) Opening and closing hours of T.I.F. grounds and pavilions will be fixed by T.I.F. in due time. No one has the right to stay in his pavilion later than closing time without a special permission.
- b) Entrance to T.I.F.'s grounds is permitted against payment of an entrance fee, the amount of which will be determined in due time. No exhibitor has the right to impose payment of an extra fee for the entrance to his pavilion or exhibiting area.
- c) Each exhibitor, or in his absence each representative, is entitled to two Exhibitors Cards, granted free of charge and for his own personal use. Associations, Legal Entities, Organisations or Public Services are entitled to ten cards. Beyond these, supplementary cards are given out per basic declaration at a number corresponding to the space rented and specifically:
  1. For spaces up to 100 m<sup>2</sup> 1 Card per 10 m<sup>2</sup>
  2. » » » » 200 m<sup>2</sup> 15 Cards » 10 m<sup>2</sup>
  3. » » » » 500 m<sup>2</sup> 20 » » 10 m<sup>2</sup>
  4. » » » » 1000 m<sup>2</sup> 25 » » 10 m<sup>2</sup>
  5. » » more than 1.001 m<sup>2</sup> 30 cards

#### OPENING AND CLOSING HOURS — ADMITTANCE OF VISITORS

*(No one has the right to stay in his pavilion later than closing time).*

These free admission cards are strictly personal and if found in third hands are confiscated. Beyond the number of cards as determined above, such may be granted against payment of 200 drs. for each. Exhibitor's and assistant exhibitor's cards are issued to state participations free of any charge and at the rate of 6 exhibitor's cards or «CARTES DE LEGITIMATION» and 10 assistants cards per 100 sq.m. of space rented, the total number of which must not exceed 150 cards.

#### Article 12.

The importation of goods into the Fair grounds is permitted 30 days before the opening of the Fair until the day before its inauguration. During the functioning of the Fair the importation is permitted only at hours determined by the relevant T.I.F. services. Besides the exhibits of domestic origin or those from abroad free of duty, exhibits of foreign origin may be imported into the Fair grounds as goods «in transit». Conditions for the importation of goods into the Fair grounds are included in the attached Appendix B of the present.

#### Article 13.

- a) Exhibitors are allowed to advertise their exhibits and only these, within their exhibiting areas and on the condition that such advertisement shall not be noisy or cause inconvenience to their neighbours.
- b) Each exhibiting firm is granted exemption from duty at a rate to be determined in due course, according to Customs Regulation in force, for advertising publications or objects advertising foreign products that are intended for free distribution to the visitors attending the Fair. Those interested are required to submit to the competent T.I.F. Service an application with particulars on the articles to be distributed, accompanied by two samples of each, before proceeding to any distribution.
- c) Advertising of goods not included in the Declaration for participation or in favour of others is not permitted.
- d) Those wishing to demonstrate excavating, drilling etc machinery in operation, must mention this in their Declaration for participation.

#### Article 14.

- a) T.I.F. shall arrange, without any obligation, for the printing and distribution of an Exhibitor's Catalogue not considering itself responsible for possible mistakes or omissions which might occur in it.
- b) Particulars reaching T.I.F. after the 30th of June and until the 30th of July are inserted in the catalogue supplement, should there be one. Catalogue forms reaching T.I.F. after the 30th of July are not inserted anywhere and the exhibitors are not subject to paying the relevant sum.
- c) One copy of the catalogue is given free of charge.
- d) If an exhibitor wishes to, he has the right to ask for a full - page or shorter advertisement to be inserted in T.I.F.'s Catalogue against payment, according to the tariff in force. To this effect, he fills in and signs the printed request for insertion of

#### IMPORTATION OF EXHIBITS AND FREIGHT CLEARANCE

*(When the importation of goods and freight clearance is permitted).*

#### ADVERTISING OF EXHIBITS — CATALOGUE OF EXHIBITORS

*(Advertising of exhibits must neither be noisy nor cause inconvenience to the neighbours).*

#### CLEARING OUT OF SPACES

*(No one apart from T.I.F. or without its Administration's order has the right to publish a Catalogue of Exhibitors or any similar document).*

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advertisement which is attached to the Declaration of Participation and submits it together with it.

- e) No one apart from T.I.F. or legally authorized persons or enterprises assigned by its Administration, has a right to publish a Catalogue of Exhibitors or any similar document of any form using the title of T.I.F. in any way whatsoever.

#### Article 15.

- a) Exhibitors must deliver their area, after the T.I.F.'s closing date, in the good condition that it was received by them, the nailing on the side and back partition walls being altogether prohibited.
- b) Within a month from the closing date of the Fair, exhibitors as well as T.I.F. lessees of any nature (holders of snack - bars, advertisers etc.) are obliged to take away at their expense the decoration, relevant materials of any nature, temporary stands on open air space as well as any furniture, utensils and other objects brought into the rented section. Therefore, T.I.F. is in no way responsible for whatsoever loss, destruction, wear or damage may be suffered by such from any cause either during the Fair or afterwards.
- c) Exhibitors who have brought exhibits on T.I.F. grounds as goods «in transit», are obliged to deliver back to the Storehouse keeper of the T.I.F. those of their exhibits still at the display areas that are not to be reclaimed, within six days from the end of the period in question, packed in the same materials in which they were originally brought in.
- d) Exhibitors who have not settled their accounts with T.I.F. are not allowed to take delivery of their exhibits, furniture, equipment or decoration until the account has been settled. This also holds true for lessees of refreshment stands, restaurants and any other concern.
- e) Eventual abandoning of items as above, does in no way bind T.I.F. to renew the lease of the site where they are left with the lessee who erected or constructed such items.
- f) If action has not been taken within the time - limits mentioned in para. (b) of the present article, T.I.F. may proceed and see that the various objects will be removed, presuming to have full and irrevocable authorization to do so by the lessee who has neglected this obligation and who will be charged with the respective expense. The removed objects or materials acquired as above become the property of T.I.F. with no indemnity paid to their previous owner.

#### Article 16.

- a) For exhibits stored in T.I.F. spaces for any reason, and remaining there after October 31st of each year, which exhibits, were deposited either in the name of the exhibitors themselves or in that of the Firm abroad or brought in and deposited for storage through an Official State Participation, the exhibitor is required to pay storage fees, the rates for 1975 being as follows:

Drs. 20 per m<sup>2</sup> per month for goods stored in open area

Drs. 60 per m<sup>2</sup> per month for goods stored in sheds

Drs. 90 per m<sup>2</sup> per month for goods stored indoors.

#### STORAGE OF EXHIBITS

*(The rented space must be delivered in the good condition it was received by the exhibitor).*

#### CANCELLATION OF THE FAIR

*(The exhibitor is obliged to pay storage fees after October 31st).*

- A fraction of a month is reckoned as a whole month. Generally, there are no storage fees collected for the months of September and October.
- b) Each foreign State participation may store 2 pieces from each type of exhibit free of storage charge, provided that these items have not only been deposited but also actually exhibited by the foreign state participation on its exhibiting space.

## B. SPECIAL PROVISIONS - PROHIBITIONS

#### Article 17.

If the holding of the Fair or its normal functioning is prevented by reasons beyond the Organisers' control, T.I.F. has a right to decide and retain part or the whole of sums that have been advanced.

#### Article 18.

If the exhibitor or his representative cancels his participation (a fact which he has to notify to T.I.F. in writing), the following are valid and applicable:

- a) In case the notification concerning the cancellation reaches T.I.F. before the expiration of the time - limit set forth in the present General Regulation for submitting Declarations of Participation, any advance payment made for the rent of space is refunded without any further proceedings.
- b) In case the notification concerning the cancellation reaches T.I.F. during the time between the expiration of the time - limit for submitting Declarations of Participation and the thirtieth day before the opening of T. I.F., any advance payment for the rental of space becomes the property of T.I.F.
- c) In case the notification concerning the cancellation reaches T.I.F. within the thirty days preceding its opening, then, apart from the advance payment which becomes the property of T.I.F., the exhibitor cancelling his participation is obligated in addition to pay the balance of the amount for the rental of the space declared by him.
- d) The consequences mentioned in paragraphs (b) and (c) above are valid independently of the fact whether the space that had been asked for by the interested party is rented or not.
- e) In case of important reasons justifying the cancellation of an exhibitor's participation, he may be exempt from such consequences as described in paragraphs (b) and (c) following a written appeal, submitted immediately after the participation has been cancelled, to the Administrative Board, the decision of which is irrevocable.

#### Article 19.

T.I.F. is not responsible for any real defects, or absence of qualities agreed upon that might occur in rented spaces of any nature or destination (including refreshment stands, restaurants, etc.) and cannot therefore accept any responsibility for any total or partial damage, wear or alteration brought about, because of such possible deficiencies to exhibits, materials, decorations or other items admitted into the space rented.

#### CANCELLATION OF THE FAIR

*(Reasons beyond the Organizer's control).*

#### CANCELLATION OF PARTICIPATION

*(Consequences of the cancellation of participation, depending on the time the cancellation is notified).*

#### T.I.F.'S RESPONSIBILITIES

*(T.I.F. is not responsible for any real defects, or absence of qualities agreed upon).*

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**PROHIBITIONS —  
OBLIGATIONS —  
RIGHTS**

*(A list of the rights and obligations of the T.I.F.'s exhibitors).*

**Article 20.**

- a) The in any way conversion of use of the space allocated or the arbitrary occupation of room larger than that agreed upon is prohibited. The Exhibitor, also, has not the right of sub - letting part or the whole of his space or granting it to a third party free of charge.
- b) It is forbidden to place at the disposal of the public, questionnaires or books for the collection of signatures, statements, comments etc. without T.I.F.'s permission.
- c) Lighting a fire within a pavilion is prohibited.
- d) It is prohibited to professionals to film, to take photographs, coloured or otherwise, or to draw sketches of general or partial views of T.I.F., unless special written permission is obtained from T.I.F., or a lease is concluded granting that right.
- e) In case of dissension between T.I.F. and any other party, the issue is brought before those Law Courts in Thessaloniki, which are considered by jurisdiction and substance competent to handle it.
- f) Outstanding debts to T.I.F. that arise from participation or business on T.I.F. grounds and are not settled by the end of the year when they were incurred, are charged with the legal interest on deferred payment, which is reckoned as from the 1st of January of the following year. However, in exceptional cases and for sufficient reasons, the Administrative Board has a right to decide for exception from the interest, duly justifying such a decision.
- g) The use of the Fairs' sign on the advertising material of the exhibitor is allowed only after prior permission of the Organizer.
- h) Political or ideological advertising or against the common sense of ethics can be prohibited. Also advertising inconvenient to the neighboring stand is not allowed.
- i) The exhibitor is solely responsible for any accident that should occur during a demonstration of machinery or tools in operation while T.I.F. has no responsibility whatsoever towards a possible victim of such accidents. Should T.I.F. be considered responsible towards a third party, the exhibitor has the obligation to restore to T.I.F. any damage incurred for that reason.
- j) The management of State Participations and exhibitors holders of Long-term lease spaces, are obligated to insure their premises against fire.
- k) The exhibitor or lessee acknowledges the validity of the present General Regulation which he accepts by signing the Declaration for Participation and is obligated to follow the stipulation of the present Regulation together with its appendixes A and B as well as the instructions of the competent T.I.F. Services.
- l) T.I.F. only has the right through its competent employees to check the regular functioning of the Fair, as well as the compliance with the General Regulation and other agreements by its exhibitors and any other lessees.
- m) If there is breach of the provision stated in paragr. (h) of this article, the transgressor - lessee loses every right of participation, any outstanding debts are carried on and collected, and the rented by him pavilion or space is closed by T.I.F.'s competent employees, T.I.F. not being responsible for any damage caused to the transgressor.

- T.I.F., also, reserves the right to decide, at its own discretion, whether the transgressor — lessee shall pay to T.I.F. from double to ten times, the amount of the rental for the space let, as a forfeit and unproven damage.
- n) The Administration of T.I.F. reserves the right to make justified amendments to and supplement the present General Regulation of Participation.

## APPENDIXES

### Appendix A

T.I.F.'s layout provides for special sites of varying dimensions which are assigned to exhibitors on a long term lease, for the erection by them of pavilions at their own expenses and on the following conditions:

- 1.— The above long - term lease is contracted and proved only when in writing, for a fixed time - period which cannot exceed eight years, tacit extension of the lease being excluded.
- 2.— The lessee undertakes the obligation to erect a structure (pavilion) on the site thus leased, within a fixed time period determined in the lease contract, valued at a minimum to be set by the competent T.I.F. Service and mentioned in the contract in accordance with the then valid building construction regulations.
- 3.— Prior to the commencement of any erection work on the long - term lease space thus allocated, the lessee exhibitor must submit to T.I.F. a complete engineering design of the pavilion, duly signed by a licensed engineer. The construction specifications (height of building, percentage of coverage, keeping space for flower beds) are determined by the construction regulations of T.I.F. in force. As regards the architectural style of the building, T.I.F. has the right to approve, modify or reject the drawings submitted, as being of bad taste or ill - adapted to the environment. Commencement of the construction works is allowed only after the written permit of T.I.F., which the exhibitor or the duly authorized constructor is obligated to show to the T.I.F. control employees. All works must be completed five days at the latest before the inauguration date and any remaining material or scrap on the site must be removed, otherwise they are removed by T. I.F. at lessee's charge, without any responsibility whatsoever on its part for eventual losses.
- 4.— Should T.I.F. require him to, the lessee of the space on long - term lease is to build a pavement around his pavilion and at his own expense in accordance with T.I.F.'s specific instructions.
- 5.— After the lease has expired, the value of buildings, together with annexes and fittings, that have been erected on the site rented, is settled in favour of T.I.F. No indemnity is paid to the lessee, as the value of such buildings is considered as supplementary rental in kind.
- 6.— The lessee pays an annual rent for the space he has rented, at an amount determined by the T.I.F. Administrative Board each year and it is

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written on the Application Form. It is understood that the rental per square meter is reckoned for the whole surface of the rented space irrespective whether the structures occupy only part of it.

7.— Sub - letting or by any other way granting the space allocated or the structure on it to a third party with or without charge is prohibited, unless this is provided for in the respective contract.

8.— The lessee of a pavilion or of a long - term lease space in general, has the obligation to submit a Declaration of Participation each year and not later than four months, before the opening date of the Fair. If action has not been taken within the above time - limit, it is assumed that the lessee does not wish to participate in the Fair and T.I.F. may rent his pavilion to another exhibitor or assign it to some other use without further notification to the lessee.

If the holder does not participate, any difference in the amount of rent, beyond what T.I.F. would have collected if the exhibitor had participated, goes to T.I.F. and to the holder at a share of 50% each. However, any expenses for repairs and maintenance of the pavilion that T.I.F. might have incurred will be deducted from the holders share. If there is no difference of rent, the holder has no right to raise any claim whatsoever.

Such privilege of the holder of the pavilion is valid and may be exercised for only one session of the Fair within the whole period of lease. In case the holder does not participate for a second session T.I.F. has the right to consider the pavilion as abandoned by him; in this case the pavilion becomes definitively T.I.F.'s property, and T.I.F. has the right to use it henceforth on its own account and to even demolish it at its own expenses, removing the material after demolition for its own benefit.

9.— The lessee of a space intended for the erection of a pavilion has the obligation to pay to T.I.F. the expenses for an electric sub - connection in the building block where his pavilion is located. The relevant charge is determined by T.I.F.'s competent service on the basis of the sub - connection cost.

A certain amount of electric power falls into the share of each space and the pavilion built on that site, according to the total rented and according to the total amount of electric power that the T.I.F. plant may allow for the building block where the rented space is located.

The exhibitor is obligated to have an electrical meter installed in his pavilion, at his own expense. The installation is then subject to the regular public control.

10.— If for layout or similar reasons T.I.F. deems necessary the demolition of a pavilion erected on a long - term lease space, the lessee is informed about it in writing up to the 1st of April, at the latest, of the year when such demolition will take place. The demolition is carried out at T.I.F.'s expenses.

11.— If a demolition of this category is effected the lessee is entitled to an indemnity paid by T.I.F. for the pavilion demolished, the amount of which is determined as specified hereinbelow by a committee consisting of (i) the head of T.I.F.'s Technical Service, (ii) an engineer assigned by lessee and (iii) an engineer of the Department of Public Works at the Prefecture of Thessaloniki assigned by the Department. Decisions are taken on a majority vote.

12.— The above committee evaluates the structure and any annexes or fittings and after deduction of their value, already amortized on T.I.F.'s behalf (proportionate to the time elapsed up to the demolition) determines the indemnity due to the beneficiary exhibitor and submits the results of such estimates to the Administrative Board of the T.I.F. for approval.

13.— A lessee of a space on a long - term lease is obligated to comply with the regulations of T.I.F.'s layout and to consent that the spaces in the area of his pavilion be employed for the purposes and use determined by these regulations.

14.— In case a long - term lessee requests extension of the lease contract prior to its expiration date, this may be granted following a decision of the Administrative Board provided that the lessee will be making complete renovation of the outer appearance and inner decoration of the pavilion. The Administrative Board when deciding the extension of the lease, takes into consideration the actual conditions of each case (construction and organization of the pavilion, kind of articles exhibited etc.) and cannot grant an extension exceeding three years. Such extensions are granted to greek industries only.

15.— In case the exhibitor wishes to proceed into a reconstruction of his pavilion before his lease contract has expired and without previously having secured an extension of the time for which the space occupied by said structure has been leased, he may take away all of the materials salvageable after the demolition of his pavilion, provided that the new pavilion is of at least the same value as the one existing previously, in the estimation of the proper T.I.F. Technical Service, and has received the necessary approval in accordance with paragraph (3) of this article.

#### **IMPORTATION OF EXHIBITS — FREIGHT CLEARANCE**

#### **Appendix B**

- a) Exhibits of foreign origin can be imported into the Fair grounds as goods «in transit» after a quarantine issued by T.I.F. to the relevant Customs Office, covering import taxes and other additional duties as well as 25% of their value for the exchange formalities to be observed. These exhibits must be accompanied by an invoice of the forwarding firm together with a translation of it in Greek, where the goods in question will be described in detail and their value stated, as well as a certificate of origin. Applications for importation of exhibits from abroad will be visaed up to the 12th day of the functioning of the Fair. Delivery of exhibits forwarded from abroad to the exhibitors or their representatives by parcel post may be effected after a deposit made by themselves of the import duties as well as 25% of their value, for the various formalities of the currency exchange to be observed. These sums are collected by the Customs Office as definite income if the settlement over such exhibits is not effected within one month from the last day of the Fair.
- b) For the exportation of exhibits of foreign origin from T.I.F.'s grounds, which may also be cleared in parts, a delivery permit of the competent Customs Office must be produced first. Therefore, settlement of the value of the exhibits, a deposit of clearance for home use and payment of the corresponding duties are needed. Hence, the T.I.F.'s guarantee according to par. a of the present article, ceases to be valid.

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- c) The time - limit for the re - exportation of the exhibits from abroad which are «in transit» is three months from the last day of each session of the Fair. This time - limit can be extended in parts for two years from its expiration, so that the exhibits will be displayed for three consecutive sessions of the Fair's functioning. This extension is granted only after an application by T.I.F. and is in force only if the relevant exhibits are re - displayed in each of the following two sessions of the T.I.F.
- d) Exhibits of foreign origin imported into the Fair grounds as goods «in transit» and not re - exported within the time - limits mentioned in para. (c) of the present article, are characterized as unclaimed and become property of the Greek State according to article 3 of L.D. 3326/55 and the relevant provisions of the Customs Code.
- e) Exhibits from abroad intended for the T.I.F. must be shipped CIF and indispensably consigned, in the accompanying relevant documents, to the exhibitors or their representatives.
- f) Small articles of foreign origin, imported into the T.I.F. grounds on terms of goods «in transit» and on T.I.F. guarantee for their taxes are delivered to their exhibitors for display after this guarantee covering the sum that T.I.F. has guaranteed to the Customs Office (Custom duties plus 25% of the exhibits value) has been deposited at the relevant T.I.F. Service.
- g) The above guarantee must be given in cash or by letter of guarantee from a recognized Bank in favour of T.I.F. and for the above reason. By «small articles» are meant at the discretion of T.I.F., such exhibits irrespective of value which their volume and nature could be consumed or taken out of the T.I.F.'s grounds practically unnoticed.
- h) The insurance of the taxable exhibits, against the risk of destruction through fire, during the period of their storage is compulsory for the exhibitors. As soon as the exhibits are stored on the Fair grounds, the exhibitors are obliged to submit to the competent T.I.F. Service a Policy of an insurance company of their choice on behalf of T.I.F. and for amount covering the taxes and 25% of the value of the goods in storage, as T.I.F. guarantees for this sum to the relevant Customs Office.

The exhibitors may, instead of the contract, submit to the Fair a letter from a recognized Greek Bank guaranteeing payment, on behalf of the T.I.F., of the above sums. This sum is collected by the T.I.F. from the guaranteeing Bank, in case the latter should be obliged to pay it to the relevant Customs Office.

In case that the above contract or guaranteeing letter is not submitted at the same time with the storage of exhibits, T.I.F. proceeds to the insurance of the said exhibits - on its behalf and at the exhibitors expenses - against the risk of fire, through the Underwriters' Association of Thessaloniki, originally for a period of six months, subsequently extended for as long as the exhibits remain in deposit on the Fair's grounds. It is taken for granted that the T.I.F. has the irrevocable agency and power of attorney of the exhibitor and is empowered to contract the above mentioned insurance in his name as his direct representative.

If the exhibitors wish to make the insurance of their exhibits directly by themselves, they are obliged to submit to the competent T.I.F. Ser-

vice, at least ten days prior to the exhibits' storage on the Fair's grounds, a declaration containing full details of the Insurance Company of their choice (Title - telephone - name of the person in charge).

Insurance of exhibits not subject to custom duties, decorative materials and furniture of the stand is recommended.

- i) The foreign official state and collective participations are obliged, too, to submit in time a Policy covering the taxes of their exhibits plus 25% of their value. In case that they do not comply with the above, they are responsible towards the T.I.F. for the guarantee already given by T.I.F. to the Customs Office.
- j) The quantity of the goods to be exhibited either of foreign or Greek origin is in proportion with the space for the display of these goods. In case that an exhibitor applies for the deposit of goods on the Fair grounds, the quantity of which is not in proportion with the rented space, T.I.F., can accept this application, if there is available space in its installations.

T.I.F., after a decision of its Administrative Board, keeps for itself the right to exclude from its next sessions the exhibitors or representatives of Firms from abroad who do not proceed in the consumption or re - exportation of their exhibits, after the 3rd session of their display and after the expiration of the re - exportation time - limit, abandoning them as unclaimed.

ΤΥΠΟΣ Α.Σ.Ε. (ΑΓΡΟΤΙΚΑΙ ΣΥΝΕΤΑΙΡΙΣΤΙΚΑΙ ΕΚΔΟΣΕΙΣ)  
4ου ΧΙΛ. ΟΔΟΥ ΛΑΓΚΑΔΑ ΤΗΛ. 650.322 & 650.321 - ΘΕΣ/ΝΙΚΗ

**ΤΙΣ**  
**HELEXPO**

## ADVICE OF INSERTION

OF AN ADVERTISEMENT IN THE CATALOGUE  
OF EXHIBITORS OF THE T.I.F. 1976

(5 — 19 September)

Date ..... 1976

To the

**International Fair of Thessaloniki**

**Thessaloniki**

Dear Sirs,

You are kindly requested to reserve definitely for my account in the Catalogue of Exhibitors 1976:

1 page in single colour	Drachmae 6.000
*1/2 » » » »	» 4.000
1/4 » » » »	» 2.500

to cover an advertisement, the text and other details of which will be sent to you in due course. Please debit my account effecting participation in the 1976 Fair with the cost of this advertisement.

Yours faithfully  
(Signature)

Name and Address  
of Representative

.....  
.....  
.....  
.....

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\* Please cross out whichever is inapplicable. Should no deletion appear, then the advice for advertisement will be considered valid for half a page in single colour.

You are kindly requested to fill in the following clearly in Greek and English indispensably.

TO BE FILLED IN BY THE GREEK MANUFACTURER —CRAFTSMAN

In connection with my Declaration of Participation on the front page, I am giving the following products which I am intending to display

CONTINUATION OF THE DECLARATION OF PARTICIPATION OF THE FRONT PAGE

TO BE FILLED IN BY THE REPRESENTATIVE — MANDATORY OR BY THE REPRESENTATIVE OF THE OFFICIAL STATE PARTICIPATIONS

In accordance with my front Declaration of Participation, I am intending to exhibit the products of the following firms which I represent:

No	FULL TITLE OF THE FIRM	COUNTRY OF ORIGIN — TOWN (Give full address)	PRODUCTS
1			
2			
3			
4			
5			
6			
7			
8			

NOTE: In case of more firms, please send an additional Declaration Form

- (1) The minimum space within pavilions is determined as follows:
    - 9 sq. m.: Electrical appliances — Hotel equipment
    - 12 sq. m.: Sanitary items - air - conditioning and heating apparatuses - optical goods - pharmaceutical products - cosmetics - foodstuffs - plastics - furniture
    - 15 sq. m.: Textiles - knitting and sewing machines
    - 20 sq. m.: Wood processing machinery - heavy industry machinery.
  - (2) See article 6 of Gen. Reg. of Participation on Discounts granted on the rent.
- Remarks .....

..... the ..... 1976  
 seal and signature .....

# INTERNATIONAL FAIR OF THESSALONIKI

Telephones: Thessaloniki (031) 271.823 - Athens (021) 3230.959  
 Cables: FOIRINT - Thessaloniki TELEX: 291

41st SESSION  
 5 - 19 SEPTEMBER 1976

## DECLARATION OF PARTICIPATION

(to be sent to T.I.F. before May 4, 1976)

### 1. PARTICULARS OF APPLICANT

Firm : .....

Capacity: Manufacturer.—, Craftsman.—, Representative — Mandatory (Cross out the words that do not apply)

Address : ..... Town ..... Phone .....

Name of representative in Thessaloniki: .....

Address : ..... Phone .....

### 2. SPACE ENQUIRED

(In brack is shown the minimum space that can be asked - Multiple of it can be allowed, too).

Stand within pavilion (M <sup>2</sup> 9 or 12 or 15 or 20)	M <sup>2</sup> .....	at Drs.	800 = Drs. ....
Stand in sheds (30 m <sup>2</sup> )	M <sup>2</sup> .....	at »	700 = » .....
Stand in car section (80 m <sup>2</sup> )	M <sup>2</sup> .....	at »	600 = » .....
Open - air space (80m <sup>2</sup> )	M <sup>2</sup> .....	at »	600 = » .....
Special site for long - term lease	M <sup>2</sup> .....	at »	600 = » .....
Stand within the Popular Art Hall (6 m <sup>2</sup> )	M <sup>2</sup> .....	at »	1.500 = » .....
Space for publicity (under particulars .....		at »	.....

Sum to be paid: Drs. ....

Paid in advance, along with the present declaration, one quarter of the sum : » .....

Balance of sum to be paid up to 4.8.76 : » .....

### 3. EXHIBITORS' CATALOGUE

The insertion of details concerning each firm - exhibitor is compulsory at 200 Drs.

The sum is paid together with the present Declaration,

Firms ..... at Drs. 200 = Drs. ....

### TOTAL OF PREPAYMENT

Space enquired	(2) Drs. ....
Catalogue	(3) » .....
	» .....

### 4. REQUESTED FACILITIES (Please cross out the inapplicable words)

Electric power (for additional lighting) YES — NO Industrial YES — NO

Water YES — NO Drainage YES — NO

Telephone YES — NO TELEX YES — NO

Submitting the present Declaration, I declare my participation in the 41st Thessaloniki International Fair of 1976 under the conditions set forth in the General Regulations of Participation, which I accept without reserve and I will comply with all its stipulations.

IN CASE YOU INTEND TO EXHIBIT MACHINERY WITHIN PAVILION PLEASE FILL IN THE FOLLOWING DETAILS OF EACH MACHINE:

Length ..... Width ..... the ..... 1976

Height .....

Total weight ..... fitting points .....

### INDICATIONS FOR OFFICIAL USE

(To be filled by the I.F.T.'s Service)

Prot. No — Entry date	Category of exhibits	Space Indications	Size of space definitely occupied

TO BE RETURNED TO THE FAIR

