


EXAMPLE of the FAIR GUIDE solicitation letter:

<p>The Exhibitors Fair Guide</p>		<p><a href="http://www.fairguide.com">http://www.fairguide.com</a></p>
----------------------------------	---	--

You are registered under the following event:

**CHA SHOW WINTER (formerly the HIA CONVENTION & TRADE SHOW) \***  
United States of America

\* The CHA trade show or exhibition is possibly registered as a trademark for the named organizer or on behalf of another company. This reference is solely made for explanatory purposes and for the benefit of the trademark proprietor, without any intention of violating copyright or trademark law.

org.: Hobby Industry Association

Dear Exhibitor,  
Dear Sir/Madam,

Return - using the enclosed envelope - this form with your company brochure and help us keep the FAIR Guide up-to-date. Your existing free line-entry (including full company name, address, phone, fax and email) is published in the FAIR Guide, even if you don't place a binding order as below. Upon receipt of your completed form your data will be either updated in FAIR Guide or published with additional text and images as a full-sized insertion.

All available information on trade fairs worldwide with their associated exhibitors is published in FAIR Guide, making it a very powerful medium for attracting new customers, finding business partners or researching fairs. The FAIR Guide is independent, objective and not affiliated to any organiser or marketing association.

Correct your address here to ensure an accurate listing!

<p>[CHA member company name &amp; address is listed here]</p>	<table border="1" style="width: 100%; border-collapse: collapse;"><tr><td style="padding: 2px;">telephone</td></tr><tr><td style="padding: 2px;">telefax</td></tr><tr><td style="padding: 2px;">e-mail</td></tr><tr><td style="padding: 2px;">www</td></tr><tr><td style="padding: 2px;">contact</td></tr></table>	telephone	telefax	e-mail	www	contact
telephone						
telefax						
e-mail						
www						
contact						
<p>statistical data yearly turnover ..... em. incl. emen. employees .....</p>	<p>level of operations <input type="checkbox"/> national <input type="checkbox"/> europe <input type="checkbox"/> america <input type="checkbox"/> asia <input type="checkbox"/> worldwide</p>					
<p>describe your line of activity (brief outline)</p>						

**Order:** We hereby agree to the publication of our company's data in the form of a full-sized insertion and place with Construct Data Verlag AG the order to display the information provided as a **payable advertisement for the next three years in the FAIR Guide on Internet**. The specification Exh/Adv is applicable - a copy is available by post, upon request. The order is irrevocable and payable if not revoked by registered letter within ten days of the date of order. Date of postage is considered. **Costs per year amount to US\$ 981 and become due upon issue of invoice. The three years' duration begins with the date of the first invoice. The order is prolonged by a further year, if no cancellation notice is given by registered mail, at the latest three months before order's expiry. Our company's data will be processed and saved electronically. Sole legal venue and place of performance is Mödling.**