



AERODrones/ UAS EXPO

Supported by



Registration AERODrones (April 18 - 21, 2018) Foyer West

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AERODrones stand space*: width: ____m x depth ____m = ____m²

(*minimum stand space is 9 m²)

Pricing:

- Terrace stand: 95.00 €/m²
 - Corner stand 99.00 €/m²
 - Two-corner stand: 102.00 €/m²
 - Island stand 105.00 €/m²
 - Mandatory media entry: 150.00 €
 - AUMA contribution: 0.60 €/m²
- All prices are without VAT.

Dates and Discounts:

5% Early Bird Discount:

by Friday, September 29, 2017

5% Loyalty Discount:

by Friday, September 29, 2017

(Precondition: participation AERO 2016 and AERO 2017)

- We are a UAV DACH member and receive 10% discount on our net participation fee.
- We would like to do 3 times per day indoor flight demos. (The airfield is free of cost.)
- We would like to receive 1 guest ticket for free for each booked m².

Please note the Special Conditions of Participation in the Annex –they are an integral part of this contract.

The following conditions are also part of this contract:

- General Conditions of Participation
- Technical Guidelines
- General Regulations

All the above-mentioned documents can be found under <http://www.messe-friedrichshafen.com/exhibiting-guidelines>

With my signature, I confirm the binding registration for the AERO AERODrones 2018 and the above mentioned conditions:

Date

Company stamp/signature

Special Conditions of Participation

for the 26. Edition of AERO Friedrichshafen 2018



1. General event information

1.1. Opening times

Daily trade fair opening times: 04/18/2018 – 04/20/2018 from 9:00 a.m. to 6:00 p.m., on 04/21/2018 from 9:00 a.m. to 5:00 p.m. Access for exhibitors: 1 hour before start of event.

1.2. Set-up and dismantling times

1.2.1 Set-up times

Wednesday,	April 11, 2018	07:00 a.m. to 08:00 p.m.
Thursday,	April 12, 2018	07:00 a.m. to 08:00 p.m.
Friday,	April 13, 2018	07:00 a.m. to 08:00 p.m.
Saturday,	April 14, 2018	08:00 a.m. to 06:00 p.m.
Sunday,	April 15, 2018	08:00 a.m. to 06:00 p.m.
Monday,	April 16, 2018	07:00 a.m. to 10:00 p.m.
Tuesday,	April 17, 2018**	07:00 a.m. non-stop till
Wednesday,	April 18, 2018	09:00 a.m.

** From Tuesday April 17, 2018, 08.00 p.m., build-up work will be restricted to the stand itself. All vehicles shall be removed from the halls by 08.00 p.m. Set-up in advance must be permitted by the project management.

1.2.2 Dismantling times

Dismantling: 04/21/2018 5.00 p.m. – 04/24/2018 8 p.m.

Early dismantling is not permitted. Please note the information in the General Conditions of Participation.

1.3. Additional deadlines

Registration requested by: 09/29/2017, Start of hall allocation planning: 10/04/2017

1.4. After acceptance, all services may be ordered via the Messe Friedrichshafen GmbH Online Service Center (OSC). You will receive the access code for service orders and media entries with the acceptance documents.

1.5. Vehicle entry regulations: Exhibitors may access the fairground of AERO 2018 during set-up and dismantling time without entry passes and deposit fee. This regulation is only practicable if trucks leave the fairground after uploading, the latest after three hours.

1.6. Stand parties after the close of the trade show must always be approved by the project management. An appropriate application form can be accessed in the Messe Friedrichshafen GmbH Online Service Center (OSC). Messe Friedrichshafen GmbH reserves the right to charge a fee for additional required security and cleaning.

1.7. Stand construction requirements: Entirely closed walls are not allowed for island and two corner stands, the longer side can be closed maximum half side. Stand constructions, which exceed the maximum height of 2.50 m and special constructions have to be sent with a hall map marked with dimensions to the project management by March 19, 2018 (aero@messe-fn.de) for approval. Ceiling suspensions also have to be approved.

1.8. Participation fee doesn't include floor covering. The use of floor covering is mandatory.

1.9. Direct sales of products and services is generally permitted. All offered products and services have to be declared with price tag. The prices have to include German V.A.T and all additional costs.

1.10. Wi-fi: Messe Friedrichshafen GmbH has its own wi-fi, which exhibitors can log onto. Exhibitor's own wifi must absolutely be registered and comply with specific conditions. Registration and prerequisites can be accessed in the Messe Friedrichshafen GmbH Online Service Center (OSC).

2. Registration and acceptance

Registration (participation and stand order placement) for AERO 2018 is made using the registration form, which must be completely filled out and signed as legally binding. This registration is an offer of a contract, which requires acceptance by Messe Friedrichshafen GmbH. Submission of the registration form shall not constitute a claim for acceptance. The written participation of Messe Friedrichshafen GmbH with disclosure of the allocated stand (stand confirmation) and the accompanying participation fee invoice shall be considered acceptance to AERO 2018.

3. Participation fee / Exhibitor passes

3.1. The participation fee includes the provision of the exhibition location, a certain number of exhibitor passes (see point 3.2), exhibitor and stand service by the project management, provision of the trade fair's in-house information systems, target group-specific marketing of the AERO 2018, hall security, cleaning of the halls and complimentary promotional material for the exhibitor's own visitor advertising.

The fees pertain to the entire duration of the trade fair.

The acceptance of co-exhibitors have to be approved by Messe Friedrichshafen GmbH.

3.1.1. Participation fee for other exhibitors (Minimum stand size: 9 m²)

Hall space: Terrace stand €/m² 95.00 / Corner stand €/m² 99.00 / Two corner stand €/m² 102.00 / Island stand €/m² 105.00 / Open air grounds: €/m² 75.00

3.1.2 Discounts

The discounts will be deducted in the following order from the participation fee:

3.1.2.1 Quantity discount scale

up to 100 m² full amount

Area from 101m² - 150 m²: 10% reduction on whole space

Area from 151 m² - 250 m²: 15% reduction on whole space

Area from 251 m² - 350 m²: 20% reduction on whole space

Area from 351 m² - 500 m²: 25% reduction on whole space

Area over 501 m²: 30% reduction on whole space

3.1.2.2 Early Bird discount

Exhibitors who register until September 29, 2017 will receive 5% loyalty discount on the net participation fee. The discount is not available for co-exhibitors.

3.1.2.3 Loyalty discount

Exhibitors who register until September 29, 2017 and took part at AERO 2016 and AERO 2017 will receive 5% loyalty discount on the net participation fee. The discount is not available for co-exhibitors.

3.2. Exhibitor passes

The number of exhibitor passes included in the participation fee shall be determined by the following scale:

Up to 10 m² 2 passes

11 to 20 m² 4 passes

21 to 30 m² 6 passes

31 to 40 m² 8 passes

41 to 50 m² 10 passes

51 to 60 m² 12 passes

61 to 70 m² 14 passes

71 m² and larger 15 passes

3.3. Co-exhibitor-fee

The co-exhibitor fee is € 200.00/co-exhibiting company. Definition of co-exhibitor: General Conditions of Participation (<http://www.messe-friedrichshafen.com/exhibiting-guidelines>). Co-exhibitors shall receive 2 exhibitor passes free of charge. All quoted prices are net prices. If the statutory value added tax applies, it will be invoiced in addition. Please note concerning this the explanations of the reverse charge procedure and the VAT identification number in the General Conditions of Participation.

4. Terms of payment

50% of the participation fee is payable immediately, the second half by 02/28/2018. Participation invoices that are issued after 02/28/2018 are payable immediately; the same applies to all other Messe Friedrichshafen GmbH invoices. Please note the payment due dates and information about the bank accounts on the Messe Friedrichshafen GmbH invoices.

5. Stand withdrawal / compensation fees

If the exhibitor does not participate once registration has been granted, then the exhibitor is obliged to pay a compensation fee:

Cancellation prior to the assignment of the stand is possible free of charge. After the stand has been allocated to your company a cancellation will cause the following fees:

4 months before the show: 30% of the invoice total

3 months before the show: 50% of the invoice total

2 months before the show: 80% of the invoice total

1 month before the show: 100% of the invoice total

By withdraw on very short notice or no-show, Messe Friedrichshafen GmbH has the right to charge € 500.00 net in addition for the show adequate decoration of the empty stand space.

6. Additional services

6.1. In addition to the participation fee, the acceptance of the following services is obligatory:

- Flat fee for general waste disposal of 80l per day: € 1.00/m² stand space. Beginning from 80m² flat price is € 80.00.

- The AUMA fees to be paid by the exhibitor will be invoiced by Messe Friedrichshafen GmbH for AUMA and passed on. They are € 0.60 net/m².

- A flat rate of €150.00 € is payable for the media listing. Additional fee-based items are possible in the exhibitors or product index: € 30.00/entry. Logo: € 50.00/ Logo.

All exhibitors will be included in a guide as well as on the website of AERO. An entry will be made in the alphabetical directory with information about the exhibitor's offerings. The entry should be edited in advance by the exhibitor in the OSC. The deadline for the close of editing will be announced with the notification of the OSC access code.

Additional services according to use.

6.2. Power and water consumption:

The calculation basis for power consumption is regulated under the „Electrical“ form in the OSC (Online Service Center). With the participation fee invoice, € 25.50 net will be charged for up to 3kW. The water and wastewater fee is € 4.50/day. Ordering is made via the „Water“ form in the OSC.

6.3. Additional services can be ordered via our Online Service Center. For the following services, supplies and installations, only service providers assigned by Messe Friedrichshafen GmbH are permitted: Water and electricity connection, compressed air supply, installation of suspension points, fork lifts and mobile cranes, waste disposal, cleaning service, guard and security personnel and telecommunication.

6.4. Catering can only be ordered via Messe Friedrichshafen GmbH assigned service partners.

6.5. GEMA: The exhibitor is responsible for making the appropriate notifications in good time and in full for its own musical presentations, which are subject to GEMA approval, and that duties are paid and no copyright infringement occurs. GEMA applications and other information can be accessed at www.messe-friedrichshafen.com/exhibiting-guidelines.

7.0. Legal information

Place of fulfillment is Friedrichshafen

Place of jurisdiction is Tettnang/ Ravensburg.

HRB-No. 1179 Registration Court, District Court Tettnang

The German text of this contract is legally binding