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# Application form Second-hand Aircraft (1-fold for exhibition company)



**The Global Show for  
 General Aviation  
 April 18 - 21, 2012  
 Messe Friedrichshafen,  
 Germany**

Name: \_\_\_\_\_ Company: \_\_\_\_\_

Address: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Country: \_\_\_\_\_ Phone: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Fax: \_\_\_\_\_ E-mail: \_\_\_\_\_

E-mail: \_\_\_\_\_ Internet: \_\_\_\_\_

Mobile: \_\_\_\_\_

## I / we offer the following aircraft for sale:

- |                                       |  |   |   |
|---------------------------------------|--|---|---|
| <input type="checkbox"/> Business jet | <input type="checkbox"/> Kite / Hang glider      | <input type="checkbox"/> Single-engine aircraft | <input type="checkbox"/> Twin-engine aircraft |
| <input type="checkbox"/> Helicopter   | <input type="checkbox"/> Glider / Powered glider | <input type="checkbox"/> Ultralight aircraft    | <input type="checkbox"/> VLA                  |

## Fees

### Aircraft and helicopters

with a maximum take-off mass (MTOM) of

up to 500 kg	€ 190.00
501 up to 999 kg	€ 240.00
1000 up to 1499 kg	€ 310.00
1500 up to 1999 kg	€ 390.00
2000 up to 2999 kg	€ 470.00
3000 up to 5699 kg	€ 580.00
over 5700 kg	€ 780.00

Ultralights, kites, hang gliders	€ 75.00
Gliders, powered gliders	€ 75.00
VLA	€ 150.00

- Database entry and picture on the internet only – no aircraft on display on the exhibition grounds € 150.00

## Aircraft data:

Number of seats: \_\_\_\_\_ Special features: \_\_\_\_\_

Type of engine: \_\_\_\_\_ Total airframe time \_\_\_\_\_

Equipment: \_\_\_\_\_ Gross price: \_\_\_\_\_

Avionics: \_\_\_\_\_

## Aircraft details

Type of aircraft	Registration	MTOM in kg	Wing/rotor span in m (12 m max.)	Overall length in m	Year of construction	Scheduled arrival (by 17 April 2012 at the latest)	Demo/Customer flights Yes / No

For additional aircraft, please copy this form. Customer flights are possible daily within a specific time period and require arrangement through Friedrichshafen Airport and the AERO management.

**Cancellation is possible at any time and free of charge, should the aircraft be sold prior to the opening of AERO.**

Landing fees and other operating costs are not included in the booth fees and will be charged separately. You are urgently requested to send a digital picture (file format: jpg; colour mode: RGB; resolution: 72 dpi; size: approx. 640 x 480 pixel) to aero@messe-fn.de to enable us to publish aircraft data and picture on our website. The contract shall be based upon the Special Terms of Participation on the reverse side and the enclosed General Exhibiting Guidelines. According to § 2 of the General Exhibiting Guidelines, the present application cannot be regarded as admission. We hereby apply for exhibition space and accept the exhibition conditions.

Place: \_\_\_\_\_ Date: \_\_\_\_\_ Signature: \_\_\_\_\_

**All prices are plus VAT.  
 Place of jurisdiction is Tett nang.**

# Special Terms of Participation

## for the AERO Friedrichshafen 2012, Second-hand Aircraft exhibitors

### 1. Duration and place of exhibition

The AERO will take place from Wednesday, April 18 to Sunday April 21, 2012 at the exhibition grounds in Friedrichshafen. The trade fair is open Wednesday to Saturday from 9 a.m. to 6 p.m. The right to alter the opening hours on serious reasons is reserved. Such changes will be announced on time.

### 2. Admission

Admitted are all companies whose exhibited products correspond within the scope of exhibition. Admission will be decided upon by Messe Friedrichshafen GmbH and confirmed in writing.

### 3. Application and confirmation

Application for registration shall be made with this form, which shall be fully completed and signed with legally binding signature, and send as soon as possible to Messe Friedrichshafen GmbH. With your signature you agree to our General and Special Terms of Participation. The data will be stored by us by automatic processing with due regard to the provisos of article 23 of the Bundesdatenschutzgesetz (federal law regulating the protection of data). The signed application form is binding. Provisos of any kind cannot be considered. Upon receipt of your application you will receive a written confirmation and, in case of admission, a confirmation of your stand-site as soon as stand-planning is completed. As exhibitor you are obligated to only exhibit specified products and keep the stand occupied for the entire duration of the exhibition. Prior to accepting other companies or products at your stand you will need the consent of Messe Friedrichshafen GmbH.

Due to special circumstances it might be necessary to: relocate your stand, to alter the size and dimensions of reserved space, to change entrances, exits and corridors or to make structural changes even after you have received a confirmation of your stand.

### 4. Cancellation

If the exhibitor is cancelling the contract after a stand has been assigned to him, withdrawal clause point 6 of the General Guidelines for Participation in Fairs and Exhibition of IDFA Members will apply.

### 5. Sales regulations

For advertising purposes, and subject to the observation of good taste, over-the-counter sales are permitted as a matter of principle.

### 6. Official Regulation

Under the terms of the Price Indication Act of September 18, 1969 modified October 25, 1971, (BGB 1.i 1979), the generally applied price of an article must be shown. Where open food and drink are offered for sale, the stand must be equipped with a water supply and wastewater outlet. In addition, persons serving food and drink must be in possession of a valid official Health Certificate. Exhibitors are responsible for obtaining necessary authorizations. The use of liquid gas equipment inside the halls is absolutely prohibited under the terms of the "Official Regulations" (see condition in Technical Forms folder)

### 7. Booking and assignment of stands

Messe Friedrichshafen GmbH will endeavor to satisfy wishes regarding location and size of the stand considering the arrangement inside the halls and open ground. Stand allocation will be based on the data stated in the exhibitor's form submitted with the application. Deviations are to be expected for technical reasons. With the official confirmation of admission, a layout plan will be submitted showing the position of the exhibitor's stand.

### 8. Stand rental fees /additional charges

Please note that the aircraft's wingspan must not exceed 12 metres.

Fee per aircraft for the entire duration of the trade show:

Ultralights, kites, hang gliders	€	75.00
Gliders, powered gliders	€	75.00
VLA	€	150.00

Aircraft and helicopters with a maximum take-off mass (MTOM) of

up to 500 kg	€	190.00
501 to 999 kg	€	240.00
1000 to 1499 kg	€	310.00
1500 to 1999 kg	€	390.00
2000 to 2999 kg	€	470.00
3000 to 5699 kg	€	580.00
over 5700 kg	€	780.00

All fees are plus VAT.

### 8a. Landing fees, operating costs

Landing fees and other operating costs are not included in the booth fees and will be charged separately by Flughafen Friedrichshafen GmbH. Information concerning landing fees, slot allocation, etc. will be available on the AERO website ([www.aero-expo.com](http://www.aero-expo.com)) from March 2012 onwards.

### 8b. Waste disposal

Garbage and waste from construction and dismantling has to be disposed of by the exhibitor. Disposal of waste that has been left on the exhibition grounds after the show will be invoiced to the exhibitor. Carpets must not be disposed of on the exhibition grounds.

### 9. Arrival

Arrival by Tuesday, 17 April 2012, 6.00 p.m. at the latest. Please take note of the information provided by Friedrichshafen Airport at [www.aero-expo.de](http://www.aero-expo.de).

### 10. Internet database entry

Messe Friedrichshafen will publish exhibitor data (address, phone, fax, etc.) and a picture of the aircraft (file format: jpg; colour mode: RGB; resolution: 72 dpi; size: approx. 640 x 480 pixel) on the internet. Database entry fees are included in the booth fee.

### 11. Terms of payment

Invoices made out by the project management have to be paid in full without any deductions not later than March 15, 2012. This provision is deemed a special agreement as defined by clause 6 of the General Terms and Conditions of Participation. The right to occupy a stand is secured only if the contractually agreed payment deadlines have been met. Stand staff must be able to pay outstanding service bills during the exhibition.

**Banks:** Payments to be made to Messe Friedrichshafen GmbH by crossed cheque, by bank transfer Swift Code: SOLADEST

**Bank address:** Landesbank Baden-Württemberg, D-70144 Stuttgart, bank code: 600 50101, Account No.: 4 570 079 or by credit card.

Failure to comply with the terms of payment and to meet deadlines may lead to exclusion from the exhibition and invoicing of any expenses incurred plus default interest at the customary bank rates.

SWIFT-Code: SOLADEST. IBAN-Nr.: DE 72 6005 0101 0004 5700 79

Foreign exhibitors (companies) can have the value added tax they have been charged reimbursed if the appropriate legal requirements are fulfilled. Please address applications to: Bundesamt für Finanzen, D-53221 Bonn.

### 12. Violation of exhibition terms and conditions

Violation of the exhibition terms and conditions gives Messe Friedrichshafen GmbH the right to close your stand immediately and to clear it off without requiring court action. This applies in particular to cases of advertising in contravention of the law, against good morals or directed against the purposes of the exhibition and in case of advertising for political or ideological purposes.

### 13. Technical documentation

Together with the admission confirmation and stand rental invoice the exhibitor will receive all necessary forms for ordering utility connections, furniture and carpeting rental, insurance, freight forwarding, hotel reservation etc.

### 14. Verbal agreements

Verbal agreements over and above the scope of the present contract are enforceable only if they have been confirmed in writing.

### 15. Temporary protection of inventions at exhibitions

Application is made for temporary protection of inventions at the exhibition. We point out that such protection can only be made out for registered pattern.

### 16. Deadlines

Payment: 50 % immediately, the balance by March 15, 2012

Arrival: by Tuesday, 17 April 2012 at the latest, 6.00 p.m.

Departure: by Tuesday, 23 April 2012 at the latest, 6.00 p.m.