

September 11-16, 2012 • Berlin-Brandenburg Airport

**North American Pavilion & Space World Package Application** 

**North American Pavilion & Space World – Turnkey Package\***

- Exhibit space
- Booth with walls, carpeting, header with company name
- Electrical outlets and lighting
- Round table, three chairs, lockable information counter, literature rack and trash can
- Daily vacuuming and waste disposal
- Staffed exhibitor lounge with refreshments and business services including internet access

**Price**  
**10% Early Bird discount for signed contracts in place by January 31, 2012!**

- Aisle booth (minimum 9 sqm) \$835 per sqm plus 19% reclaimable VAT
- Corner booth (minimum 12 sqm) \$940 per sqm plus 19% reclaimable VAT

\*Additional mini pavilions are planned for other halls, including the ISC, based on demand.  
\*\*Except for chalet rental and aircraft.

**North American Pavilion Space+ Package**  
(Proprietary Stand – not pop-up booth)

- Exhibit space and carpeting
- Daily vacuuming and waste disposal
- Staffed exhibitor lounge with refreshments and business services including internet access
- Three exhibitor passes, catalog listing and assistance during set-up and tear-down

**Price**  
Minimum of 24 sqm at \$450 per sqm plus reclaimable 19% VAT

**Note:** Space+ exhibitors pay for their own utilities, such as electrical connections and electricity

Name of Main Exhibitor \_\_\_\_\_

Please define your product group(s) according to the Product Group Index on the following pages.

Product Group No.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

In accordance with the conditions of participation, we hereby order:

\_\_\_\_\_ 9 sqm aisle stand turnkey booth @ \$855/sqm \$ \_\_\_\_\_  
 \_\_\_\_\_ 12 sqm corner stand turnkey booth @ \$940/sqm \$ \_\_\_\_\_  
 \_\_\_\_\_ 24 sqm Space Plus (raw space) @ \$450/sqm \$ \_\_\_\_\_  
 \_\_\_\_\_ sqm Space Plus (raw space) @ \$450/sqm \$ \_\_\_\_\_  
 (meters X meters = sqm)

AUVSI Special Discount (prior to April 30, 2012) \$ \_\_\_\_\_

-10% Early Bird Discount (prior to January 31, 2012) \$ \_\_\_\_\_

Subtotal \$ \_\_\_\_\_

19% Recoverable VAT \$ \_\_\_\_\_

Grand Total \$ \_\_\_\_\_

**Please complete the Main Exhibitor Contact Details and the Statement Concerning Military Weapons on the following pages.**

**Payment Options**

Check  VISA  MasterCard  AMEX Credit Card # \_\_\_\_\_ Exp \_\_\_\_\_ Security Code \_\_\_\_\_

Name as it appears on card \_\_\_\_\_

Address where billing statement is sent \_\_\_\_\_

Card holder's signature \_\_\_\_\_ Date \_\_\_\_\_

Credit card may also be used over the phone by calling 916-394-9179 (Do not leave credit card information on answering device)

We  agree  do not agree that the email address, telephone and fax number may be passed on to other companies in the Messe Berlin Group, to their official partner companies in this country and abroad, and to foreign representatives, for the purposes stated in the data protection regulations (see 1.12) and we may revoke this approval at any time. It may not be passed on to an other third parties.

By registering we accept the data protection regulations, the conditions of participation of ILA 2012, as well as the general terms and conditions regarding trade fairs and exhibitions of Messe Berlin (see enclosure).

Authorized Signature \_\_\_\_\_ Date \_\_\_\_\_

Please FAX to Carl Williams at 916-394-9179 or mail to: Carl Williams, IAC, 827 Crestwater Lane, Sacramento, CA 95831 USA

# 1.1 Angaben zum Hauptaussteller Contact Details of Main Exhibitor

Korrespondenzsprache/Language for correspondence

Deutsch  English

Wir sind Mitglied im BDLI/We are a member of BDLI

ja/yes  nein/no

Alphabetische Einsortierung nach Buchstaben/For alphabetical order indicate letter

ILA Berlin Air Show  
Berlin Brandenburg  
Airport  
Exhibition grounds  
September 11–16, 2012

Messe Berlin GmbH  
Messedamm 22  
14055 Berlin  
Tel. +49/30/3038-2276  
Fax +49/30/3038-2013  
www.ila-berlin.com  
ila@messe-berlin.de

**Name des Hauptausstellers/Leistungsempfänger/Name of main exhibitor/Recipient of Services**

Straße/Street

Postleitzahl/Postal code Stadt/Town Land/Country

Internet-Adresse/Internet address E-Mail

Vorwahl/Area code Telefon/Telephone Fax

Hr./Mr.  
 Fr./Ms.

Name des Messebearbeiters/Person to contact E-Mail

Mobil-Telefon/Mobile phone Vorwahl/Area code Telefon/Telephone Fax

Hr./Mr.  
 Fr./Ms.

**Name des Geschäftsführers/Name of CEO**

Vorwahl/Area code Telefon/Telephone Fax E-Mail

Hr./Mr.  
 Fr./Ms.

**Name des Protokollverantwortlichen/Name of Head of Protocol**

Vorwahl/Area code Telefon/Telephone Fax E-Mail

Hr./Mr.  
 Fr./Ms.

**Name des Presseleiters/Name of Press Officer**

Vorwahl/Area code Telefon/Telephone Fax E-Mail

**Rechnungsempfänger falls abweichend von oben/Invoicing address if different to above**

Straße/Street

Postleitzahl/Postal code Stadt/Town Land/Country

Vorwahl/Area code Telefon/Telephone Fax

Hr./Mr.  
 Fr./Ms.

Ansprechpartner/Person to contact E-Mail

Mobil-Telefon/Mobile phone Vorwahl/Area code Telefon/Telephone Fax

Wir melden auf den folgenden Seiten mit Formular 1.2 bis 1.12 verbindlich an:/We hereby obligingly apply for with Forms 1.2 to 1.12:

- |   |   |  |   |
|---|---|--|---|
| <input type="checkbox"/> Hallenfläche/<br>Exhibition space in halls               | <input type="checkbox"/> Luftfahrzeug(e)/<br>Aircraft                   | <input type="checkbox"/> Standfläche im ILA HeliCenter/<br>Exhibition space in ILA HeliCenter  | <input type="checkbox"/> Mitaussteller/<br>Co-Exhibitor |
| <input type="checkbox"/> Chalet/Chalet  | <input type="checkbox"/> Standfläche International<br>Suppliers Center/ | <input type="checkbox"/> Standfläche Vortragszeit/<br>Tourenzeit ILA CareerCenter/<br>Exhibition space in ILA Career-<br>Center, lecture time, tour time | <input type="checkbox"/> Konferenzen/<br>Conferences    |
| <input type="checkbox"/> Freigelände Bauten/<br>Outdoor stand rental,<br>building |   |  |   |

Dieses Blatt ist nur gültig in Verbindung mit einer Bestellung von Ausstellungsfläche und/oder Anmeldung von Fluggerät, Raummiete und Vortragszeit mit Formular 1.2 - 1.12.

The page is only valid in combination with an order for exhibition space or registration of an aircraft, room rental or lecture time in accordance with the ILA form(s) 1.2 – 1.12.

Ort und Datum/Place and date

Stempel und rechtsverbindliche Unterschrift/  
Stamp and legally binding signature

**Hauptaussteller  
Main Exhibitor**

Wird von der Messe Berlin  
ausgefüllt.-  
Will be completed by  
Messe Berlin.

Eingang MB	
Kunden-Nr.	
Auftrags-Nr.	
Eingangsbestätigung	
Vermieter	
Halle/Display	Stand-Nr.
RE	m <sup>2</sup>
EK	m <sup>2</sup>
KO	m <sup>2</sup>
IN	m <sup>2</sup>
Werbebox	
<input type="checkbox"/> Starter <input type="checkbox"/> Classic	
<input type="checkbox"/> Premium	
Auftragsbestätigung	
Anzahlungsrechnung	
Schlußrechnung	

## 1.11 Angaben zu Kriegswaffen Statement concerning Military Weapons

Ausstellungsgüter, die unter das Kriegswaffen-Kontrollgesetz (KWKG) fallen, lt. Liste S. 63  
Exhibits which come under the Law of Control of Military Weapons (KWKG) as per list on page 65.

Bis spätestens 14. August 2012 an die Messe Berlin senden/  
Please return to Messe Berlin by August 2012, 14 at latest

ILA Berlin Air Show  
Berlin Brandenburg  
Airport  
Exhibition grounds  
September 11–16, 2012

Korrespondenzsprache/Language for correspondence

Deutsch  English

Messe Berlin GmbH  
Messedamm 22  
14055 Berlin  
Tel. +49/30/3038-2167  
Fax +49/30/3038-2013  
www.ila-berlin.com  
ila@messe-berlin.de

Name des Hauptausstellers/Leistungsempfänger/Name of main exhibitor/Recipient of Services  Halle/Hall/Segment  Stand-Nr./Stand-no.

Straße/Street

Postleitzahl/Postal code  Stadt/Town  Land/Country

Internet-Adresse/Internet address  E-Mail

Vorwahl/Area code  Telefon/Telephone  Fax

Hr./Mr.  
 Fr./Ms.

Ansprechpartner/Person to contact  E-Mail

Mobil-Telefon/Mobile phone  Vorwahl/Area code  Telefon/Telephone  Fax

Es sind bisher keine Ausstellungsgüter bekannt, die unter das KWKG fallen./There are no exhibits, which come under the KWKG to this day. In case of changes we will send immediately our KWKG statement

Zu unserem Ausstellungsgut machen wir verbindlich folgende Angaben./We hereby make the following declarations with regard to our exhibits:

Bezeichnung der Kriegswaffen/ Designation of military weapons	Nummer der KW-Liste/ Number from the list of weapons	Stückzahl oder Gewicht/ Quantity or weight
Flugkörper/Missiles	7/8/9	
Startanlagen für Lenkflugkörper, un gelenkte und sonstige Flugkörper/ Launch apparatus for missiles, unguided and other missiles	10/11	
Triebwerke für Flugkörper/Missile engines	12	
Kampfflugzeuge/Combat aircraft	13	
Kampfhubschrauber/Combat helicopters	14	
Zellen für die Waffen der KWL-Nr. 13 und 14/ Airtypes for weapons in the categories 13 and 14 in the KWL list	15	
Strahl-, Propellerturbinen- und Raketentriebwerke für die Waffen der KWL-Nr. 13/ Jet, turboprop and rocket engines for weapons in the category 13 in the KWL list	16	
Sonstige, nicht genannte, dem KWKG unterliegende Güter (bitte einzeln auflühren)/ Other products included under the KWKG but not listed above (please list each item)		

Name des Beförderers/Name of transporter

Straße/Street

Postleitzahl/Postal code  Stadt/Town  Land/Country

Beförderungsmittel/Means of transportation  zur ILA/to ILA  von der ILA/from ILA

Versandort/Point of dispatch  Zielort/Destination

Zeitraum der Beförderung/  
Point of dispatch and  
destination

Die oben aufgeführten Kriegswaffen werden nur zu Ausstellungszwecken auf der ILA 2012 verwendet.  
The military weapons listed above will only be exhibited at the ILA 2012.

Wir haben die Bedingungen zur Kenntnis genommen, erkennen sie als verbindlich an und sind mit deren Anwendung einverstanden.  
We have read the terms and conditions, accept them as binding and hereby agree with their implementation.

Ort und Datum/Place and date

Stempel und rechtsverbindliche Unterschrift/  
Stamp and legally binding signature

### 3. Product Group Index

#### ILA Berlin Air Show 2012 with International Suppliers Center 2012 ILA CareerCenter 2012

Please enter the numbers of the product groups or categories in which your business or organization is active or should be listed in on the registration forms, for example:

1.1 | 4.2.1 | | | | | | | | | |

#### Product groups

#### 1. Commercial Air Transport

##### 1.1 Aircraft

1.1.1 Commercial and transport aircraft

1.1.2 Modifications (e.g. for airfreight)

1.1.3 Research and development platforms

1.1.4 Other aircraft

##### 1.2 Airlines

1.2.1 Air carriers

1.2.2 Air charter, executive flight services

1.2.3 Aviation services, manufacturers, airworthiness management

1.2.4 Simulation and training

1.2.5 Aviation colleges, professional flight schools

1.2.6 Other

##### 1.3 Air traffic infrastructure

1.3.1 Airports

1.3.2 Airport technology, machinery, equipment

1.3.3 Halls, hangars, terminals

1.3.4 Airport and ground services

1.3.5 Air traffic control

1.3.6 Air traffic control systems and technology

1.3.7 Airport security, security technology and systems

1.3.8 Fuels, refueling

1.3.9 Other

##### 1.4 Services

1.4.1 Flight operations services

1.4.2 Banks, financial institutions, leasing companies

1.4.3 Other

#### 2. Space

2.1 Vehicles and spacecraft

2.2 Satellites

2.3 Space probes (exploration)

2.4 Engines

2.5 Aerospace electronics, components, sensors

2.6 Energy supply systems

2.7 Satellite-based systems for earth observation, communication, navigation

2.8 Satellite-based systems for military applications

2.9 Ground facilities, practical applications

2.10 Air-supported research, experimental vehicles

2.11 Other

#### 3. Defense and Security

##### 3.1 Sovereign and governmental organizations

3.1.1 Armed forces

3.1.2 Other military authorities and services

3.1.3 Police, border guards, other police authorities and official organizations

3.1.4 Disaster control

##### 3.2 Military aircraft, weapon systems, services

3.2.1 Combat aircraft

3.2.2 Transport and tanker aircraft

3.2.3 Combat helicopters

3.2.4 Transport and utility helicopters

3.2.5 Training aircraft

3.2.6 Training helicopters

3.2.7 Special mission aircraft, components, systems

3.2.8 Guided weapons and missiles

3.2.9 Other weapon systems, aircraft armaments

3.2.10 Surveillance and reconnaissance systems

3.2.11 SAR and emergency equipment

3.2.12 Simulation, education and training systems

3.2.13 Defense engineering and logistics services

3.2.14 Other military systems, equipment and products

##### 3.3 Flight equipment for police services

3.3.1 Helicopters for police operations

3.3.2 Other systems, equipment and products for police services

#### 4. Equipment, Engines, Materials

##### 4.1 Equipment / Cockpit

4.1.1 Avionics, flight management, communication, navigation, flight control

4.1.2 Electronics, IT systems

4.1.3 Other cockpit systems and equipment

##### 4.2 On-board systems

4.2.1 Hydraulic systems and components

4.2.2 Electrical systems and components

4.2.3 Suspension, brakes, wheels, components

4.2.4 On-board systems/equipment, cabin

4.2.5 On-board systems/equipment, cargo

4.2.6 Safety and emergency systems

4.2.7 Other on-board systems

##### 4.3 Engines

4.3.1 Jet engines, engine components

4.3.2 Turboprop engines and components

4.3.3 Piston engines and other combustion engines

4.3.4 APU, power supplies

4.3.5 Air screws, propellers, transmissions

4.3.6 On-board tank systems

4.3.7 Electric motors

4.3.8 Assemblies

4.3.9 Engine cowlings

4.3.10 Other

##### 4.4 General equipment

4.4.1 General equipment for aircraft

4.4.2 Rescue equipment, emergency systems

4.4.3 Other

##### 4.5 Production, materials, components and semi-finished products

4.5.1 Structures for cell construction, components

4.5.2 Metallic materials, semi-finished products, coatings, alloys

4.5.3 Composite and fiber-reinforced materials of all kinds, components

4.5.4 Non-metallic materials

4.5.5 Fibrous materials, fabrics, scrim

4.5.6 Chemical products, paints, adhesives, corrosion protection, films, sealants, cleaning products

4.5.7 Other materials

##### 4.6 Components, devices and subsystems

4.6.1 Mechanical components, devices and subsystems

4.6.2 Electrical components, devices and subsystems

4.6.3 Electronic components, devices and subsystems

4.6.4 Other

##### 4.7 Production and process technologies

4.7.1 Metal processing

4.7.2 Composite structures

4.7.3 Nanotechnology

4.7.4 Processing, measuring, testing and proofing tools

4.7.5 Special machine tools

4.7.6	Other process technology	4.11	<b>Manpower</b>	7.3	Flight control systems and data transmission for UAS/UAV
4.7.7	Measurement, testing, proofing, diagnostic systems	4.11.1	Temporary personnel services	7.4	Sensors, reconnaissance and surveillance systems for UAS/UAV
4.7.8	Production and manufacturing equipment	4.11.2	Manpower recruitment	7.5	Weapons systems for UAS/UAV
4.7.9	Quality control	5.	<b>Civil helicopters</b>	7.6	Engines
4.7.10	Equipment and tools	5.1	<b>Travel and transport helicopters</b>	7.7	Education and training UAS/UAV
<b>4.8</b>	<b>Engineering services</b>	5.2	Multipurpose and training helicopters	7.8	Simulation
4.8.1	Design, engineering, construction	5.3	Rescue helicopters	7.9	Other
4.8.2	Documentation, licensing, certification	5.4	Avionics and vision systems for helicopters	<b>8.</b>	<b>Government authorities and organizations</b>
4.8.3	Testing, proofing, analysis	5.5	Medical and technical equipment for rescue helicopters	<b>9.</b>	<b>Associations</b>
4.8.4	Component testing and -qualification	5.6	Equipment for aerial work, winches, equipment, safety systems	<b>10.</b>	<b>Research and education</b>
4.8.5	Measuring, testing, diagnostics, simulation	5.7	Emergency equipment and systems	10.1	Aerospace agencies, research and testing facilities
4.8.6	Validation, documentation, licensing	5.8	Rescue services	10.2	Universities and technical colleges
4.8.7	Project support, project management	5.9	Education, training, flight schools for rotorcraft	10.3	Institutes, research and consulting firms, think tanks
4.8.8	Module and mold construction, rapid prototyping	<b>6.</b>	<b>General aviation</b>	<b>11.</b>	<b>General aerospace services</b>
4.8.9	Work safety, security systems	6.1	<b>Corporate jets, business aircraft</b>	11.1	Trade shows, exhibitions, conferences
4.8.10	Other engineering services	6.2	Private aircraft	11.2	Management, consulting, services
<b>4.9</b>	<b>IT solutions and software</b>	6.3	Light aircraft (UL, VLA, LSA)	11.3	Publishers, media, information services
4.9.1	Operating and engineering software	6.4	Motor gliders, gliders	<b>12.</b>	<b>Other exhibitors and exhibits</b>
4.9.2	Software maintenance and user training	6.5	Airships, balloons	12.1	Aviation museums, Historical aircraft
4.9.3	Other IT activities	6.6	Other aircraft	12.2	Other
<b>4.10</b>	<b>MRO and technical services</b>	6.7	Aerial work, aerial photography, cartography, surveillance		
4.10.1	MRO, aircraft maintenance and repair	6.8	Aircraft sales		
4.10.2	MRO, maintenance and repair of components, devices and subsystems	6.9	Simulation and training systems		
4.10.3	Conversion, retrofitting, modernization	6.10	General aviation flight schools		
4.10.4	Testing and diagnostic systems for maintenance and repair	6.11	Pilot supplies, accessories		
4.10.5	Spare parts, parts management, logistics for commercial aircraft	6.12	Landing strips, airfields		
4.10.6	Spare parts, parts management, logistics for military aircraft	6.13	Fuels, lubricants, fuel systems, ground handling, FBOs for general aviation		
4.10.7	IT solutions, maintenance and management software	6.14	Other		
4.10.8	Equipment and tools for maintenance and repair	<b>7.</b>	<b>Unmanned aircraft systems UAS/ UAV</b>		
4.10.9	Other technical services	7.1	Civil, fixed-wing or rotor-based drones (UAV)		
		7.2	Military, fixed-wing or rotor-based drones (UAV)		