

## EXHIBITOR PRICE LIST (all prices USD)

### 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

### International Suppliers Center (ISC) Turnkey Package (September 11-13, 2012)

- Exhibit space
- System stand, fascia and exhibitor's name (max 20 characters in black)
- Felt floor covering
- Information counter and bar stool with table (depending on stand size and 3, 4 or 6 chairs)
- Brochure rack (one per stand)
- Lighting
- Trash can
- Use of Virtual Market Place in conjunction with ILA2010
- Catalog entry in conjunction with ILA2010

#### Price\*

- Single stand 9 sqm \$5,900 plus 19% reclaimable VAT
- Double stand 18 sqm \$10,800 plus 19% reclaimable VAT
- Triple stand 27 sqm \$14,600 plus 19% reclaimable VAT

\*Includes \$539 advertising box, ISC Catalog entry and entry in the ISC Virtual Marketplace.

### Direct Exhibitors

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

#### Hall

SQM

- Row stand (one side open) . . . . . \$460
- Corner stand (two sides open) . . . . . \$490
- Peninsula stand (three sides open) . . . . . \$515
- Island stand (four sides open) . . . . . \$530

#### Supplements

- Multi-storey stand . . . . . +75% of row stand price

Outdoor Area . . . . . \$261

#### Chalets

- Single chalet . . . . . \$56,000
- Double chalet . . . . . \$101,500
- Triple chalet . . . . . \$139,650

#### Exhibition Space on Hardstand for Powered Aircraft

- >60 t MTOW . . . . . \$13,300
- 40 t – 60 t MTOW . . . . . \$9,800
- 20 t – 40 t MTOW . . . . . \$6,440
- 5.7 t – 20 t MTOW . . . . . \$5,600
- 2.0 t – 5.7 t MTOW . . . . . \$3,430
- 750 Kg. – 2.0 t MTOW . . . . . \$1,855
- <750 Kg. MTOW . . . . . \$785

Exhibition Space on Hardstand for Unpowered Aircraft . . . . . \$455

#### Advertising Box

- Starter package (main exhibitors up to 20 sqm stand area and aircraft over 5.7 MTOW) . . \$575
- Classic package (main exhibitors from 21 to 80 sqm stand area) . . . . . \$1,000
- Premium package (main exhibitors over 80 sqm stand area or a chalet) . . . . . \$1,450

Note: Prices include lump sum charges for electricity and water but exclude fee of \$.80 per sqm as required by the Association of German Trade Fair Industry (AUMA), advertising box charges, 19% Value Added Tax and all services.

#### Contact

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