

APPLICATION FORM

Company:	Official in charge: (full name)
Street (no P.O. Box):	Function/Position:
City/Zip:	Telephone (direct-dial):
Country:	Mobile phone:
Company head or director: (full name)	E-Mail:
Telephone (central):	Invoice address: (in case it is a different exhibitor address on the left)
E-Mail:	E-Mail Invoice address:
Website:	VAT-ID-NO:

Exhibiting goods (product category and specification):

Stand dimensions:

Width: _____ m x Depth: _____ m = _____ m²

Raw stand space:

Terrace stand 385 €/m ²	Corner stand 395 €/m ²	Two corner stand 405 €/m ²	Island stand 410 €/m ²
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1 open side



2 open sides



3 open sides



4 open sides

Premium location 15 €/m² additionally on each raw space

Indoor static display 1000€/Slot*

Note: Slot measurements 14x7m

Number of needed slots _____

*Indoor static display slot only in combination with a stand space

Additional costs:

Co-exhibitors' charge: € 350.00

AUMA contribution: €/m² 0.60

Waste disposal fee: €/m² 5.50

Media entry fee: € 300.00

(your presence in catalogue, website and app, including a logo)

Premium stand locations:

Premium stands are placed in the most popular locations and in high visitor traffic areas such as the entrance, the boulevard and around the key visitor features.

Important Deadlines:

10% early bird discount until 02/14/2020

Deadline for installations and special construction requests until 07/31/2020

Stand set-up Saturday, Nov 07, 2020: 07:00a.m. to 08:00p.m.
 Sunday, Nov 08, 2020: 07:00a.m. to 08:00p.m.
 Monday, Nov 09, 2020: 07:00a.m. to Tuesday, Nov 10, 2020 09:00a.m.

Stand dismantling Thursday, Nov 12, 2020: 05:00p.m. until Friday, Nov 13, 2020 midnight

All prices are net prices.

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 of the above mentioned documents can be found under www.european-rotors.eu/application-services/exhibitor-service/

Upon request by the exhibitor, these conditions will be sent as hard copy.

Data protection: We wish to advise you that personal data are stored, processed and used (inclusive of transfer to service providers, newsletter) for the purpose of contract performance.

With my signature, I confirm the binding registration for the EUROPEAN ROTORS 2020 and the applicability of the above mentioned conditions (Special Conditions of Participation, General Conditions of Participation, Technical Guidelines, General Regulations and Data Regulations).

The participation fee is only for the raw stand space.

Not included are e.g. stand construction, floor covering, partition walls, electricity and water-connection and consumption, custom fees for exhibiting aircraft from non-EU countries etc.

All other services need to be ordered online via our Online Service Center (OSC).

Place: _____ **Date:** _____

Company stamp/ Signature: _____

Special Conditions of Participation

for the 1. Edition of EUROPEAN ROTORS 2020



Definitions

EHA: European Helicopter Association e.V shall hereafter be referred to as “EHA”.

MFN: Messe Friedrichshafen GmbH shall hereafter be referred to as “MFN”.

KMA: Koelnmesse Ausstellungen GmbH shall hereafter be referred to as “KMA”.

OSC: Exhibitors receive an access code for the Messe Friedrichshafen Online Service Center (hereafter referred to as „OSC“) upon stand allocation. Media features as well as technical and organizational orders must be executed via the OSC.

General Conditions of Participation available at: www.messe-friedrichshafen.com/exhibiting-guidelines.

1. General event information

1.1. Contract partner:
European Helicopter Association e.V.
Altenberger Str. 23
50668 Cologne

Service partner and project management:
Messe Friedrichshafen GmbH
Neue Messe 1
88046 Friedrichshafen

Messe Friedrichshafen GmbH acts in the name and on account of European Helicopter Association e.V.

1.2. Opening times

The EUROPEAN ROTORS will take place on

November 10, 2020 from 10:00 a.m. to 06:00 p.m.

November 11, 2020 from 09:00 a.m. to 06:00 p.m.

November 12, 2020 from 09:00 a.m. to 05:00 p.m.

The right to alter the opening times due to serious reasons is reserved. Changes will be announced in good time.

Access for exhibitors: 1 hour before start of the exhibition.

1.3. Set-up and dismantling times

1.3.1 Set-up times

Saturday,	November 07, 2020	from 07:00 a.m. to non-stop
Sunday,	November 08, 2020	non-stop
Monday,	November 09, 2020	non-stop
Tuesday,	November 10, 2020	from 12:00 a.m. to 09:00 a.m.

1.3.2 Dismantling times

Thursday,	November 12, 2020	05:00 p.m. – non-stop
Friday,	November 13, 2020	non-stop until midnight

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

1.4. Additional deadlines

Registration requested by April 14, 2020.

1.5. After admission, all services may be ordered via the OSC. You will receive the access code for service orders and media entries with the acceptance documents per E-Mail.

1.6. Vehicle entry regulations: Exhibitors may access the fairground of EUROPEAN ROTORS 2020 during set-up and dismantling time with entry passes. This regulation is only practicable if trucks leave the fairground after uploading, the latest after three hours.

1.7. Stand parties after the close of the trade show must always be approved by the project management and have to be registered via the OSC. MFN reserves the right to charge a fee for additional required security and cleaning.

1.8. 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 September 18, 2020 (team@europeanrotors.eu) for approval. Ceiling suspensions also have to be approved.

- 1.9.** The hall floor is made of rare asphalt. Colour defects are possible (Re-colouring is not possible). The use of floor covering is mandatory and not included in the participation fee.
- 1.10.** 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.
- 1.11.** WIFI: KMA has its own WIFI, which exhibitors and visitors can log onto. Exhibitors own WIFI must be registered and comply with specific conditions. Registration and prerequisites can be accessed via the OSC.
- 1.12.** GEMA: exhibitors have to register the use of copyright music, videos or movies with the German authority GEMA. Registration forms are available at https://shop.koelnmesse.de/kmesse/kmksp/infoContent/TechnischeRichtlinien_en.pdf.
- 1.13.** Catering: KMA has official exclusive contract partners for catering and beverage service addresses can be found via the OSC. Any other company must be registered with the project team of EUROPEAN ROTORS 2020. The fee for external caterers is € 100.00/vehicle per day.
- 1.14.** Guarding/Liability: EHA, MFN and KMA do not assume any obligation to exercise proper care of exhibits, stand fittings and objects which are the property of the stand personal and exhibitors. Stand guarding can be ordered via the OSC.
- 1.15.** Use of operations equipment: for logistic and safety reasons, the use of cranes, forklifts and lifting platform/ hydra ladders is exclusively limited to the official contract partners of KMA. These services can be ordered via the OSC.

2. Registration and acceptance

Registration (participation and stand order placement) for EUROPEAN ROTORS 2020 is made by 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 MFN. Submission of the registration form shall not constitute a claim for acceptance.

The written participation of MFN with disclosure of the allocated stand (stand confirmation) and the accompanying participation fee invoice shall be considered as admission to EUROPEAN ROTORS 2020. If the content of the stand confirmation differs from the content of the exhibitor's registration, the contract shall take effect in accordance with the stand confirmation, unless the exhibitor objects in writing within two weeks.

3. Participation fee / Exhibitor passes

- 3.1.** The participation fee includes the provision of the exhibition location, a certain number of exhibitor passes, exhibitor and stand service by the project management, provision of the exhibition 's in-house information systems, target group-specific marketing of the EUROPEAN ROTORS 2020, hall security, cleaning of the halls and complimentary pro-motional material for the exhibitor 's own visitor advertising. The fees pertain to the entire duration of the exhibition. The acceptance of co-exhibitors has to be approved by MFN.

3.2. Co-exhibitor-fee

The co-exhibitor fee is 350.00 €/co-exhibiting company. The co-exhibitor is the participant that presents their offer using their staff on the stand of a main exhibitor. This definition includes the groups subsidiaries and affiliates of the main exhibitor. Registration of co-exhibitors is subject to approval and charges. To register as a co-exhibitor, a separate co-exhibitor registration is required. This must be signed by the main exhibitor as a legally binding document and must bear the name and full address of the contact from the co-exhibitor. Following the registration of the main exhibitor, a contract cannot be concluded between the co-exhibitors which the main exhibitor has registered and MFN.

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

30% of the participation fee is payable immediately after registration,
50% of the participation fee is payable after confirmation of the stand,
20% of the participation fee is payable before 08/29/2020.

Please note the payment due dates and information about the bank accounts on the MFN 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: 50% of the invoice total

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

2 months before the show: 100% of the invoice total

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 5.50 €/m² stand space. Waste disposal services can be ordered via the OSC.
- The AUMA fee of 0.60 €/m² to be paid by the exhibitor will be invoiced by MFN for the AUMA and passed on. (see General Conditions of Participation)
- A flat rate of 300.00 € is payable for the media listing. Additional fee-based items are possible in the exhibitors or product index: 30.00 €/entry; 50.00 €/Logo.
- All exhibitors will be included in a guide as well as on the website and app of EUROPEAN ROTORS. An entry will be made in the alphabetical directory with information about the exhibitors offerings. The entry should be edited in advance by the exhibitor in the OSC, otherwise EHA and MFN do not assume any responsibility for false media entries. The deadline for the close of editing will be announced with the notification of the OSC access code.
- All exhibitors will pay an installment payment for services with a price of 47 €/m². If the installment payment exceeds the actual service charge, the excess amount of the installment payment is returned to the exhibitor. Additional services according to use.

6.2. Power and water consumption:

The calculation basis for power consumption is regulated under the e-form for electrical installations in the OSC with the participation fee invoice, 154,40 € will be charged for up to 3kW. The general flat rate for energy costs are 10 €/m².

6.3. Additional services can be ordered via the OSC. All quoted prices are net prices.

7. **Legal notice:**

7.1. Serious violations of the exhibition terms and conditions gives MFN on behalf of EHA the right to close stands immediately and to clear them off without requiring court action. This applies in particular to cases of advertising in contravention and in case of advertising for political or ideological purposes.

7.2. The German version of this contract is legally binding
Place of fulfilment is Cologne, place of jurisdiction is Cologne
HRB-No. 33266 Registration Court, District Court Cologne

8. **Cancellation, Postponement / Relocation and change in the length of the event**

EHA is entitled to cancel the event where there is good cause, to postpone it or relocate it, change the dates or - if the condition of the space, police directives or other extreme circumstances require it, to relocate the stand space of the exhibitor, alter its dimensions or limit it. Postponement or relocation or other such changes will become a component of the contract when they are notified to the exhibitor. In this scenario, the exhibitor has the right to withdraw from the contract within 14 days of receiving notification of the change. Thus, no claims for damages can be made against EHA or MFN, unless the change/postponement can be attributed to a grossly negligent or intentional breach of duties by EHA or its agents, and/or the change/postponement is due to EHA 's/its agents ' violation of an essential contractual obligation which, firstly, enables the contract to be fulfilled in accordance with the regulations. Furthermore, the exhibitor should also consistently be able to trust that this obligation shall be adhered to (this may be, for example, planning and preparation of the event in accordance with the regulations, the exhibitor being notified in good time and being fully informed, etc.).

8.1. Force Majeure etc.

If an event which is considered to be force majeure occurs which prevents EHA from fulfilling its obligations, either fully or partially, EHA is released from fulfilling this contract until such a time as the event considered force majeure ceases to exist. EHA must report this to the exhibitor immediately, unless they are prevented from doing so by an event considered to be force majeure. Inability to provide sufficient operating elements, such as electricity and heating etc. as well as terrorist threat, strikes and lockouts, will be equated to incidence of force majeure as long as they are not short-term in nature or caused by EHA. If, in these instances, costs have arisen for EHA for the preparation of the event, the exhibitor is obliged to reimburse these.

Amendment: Impossibility of participation caused by travel restrictions:

If most of the exhibitor's staff is unable to attend the exhibition due to travel restrictions, officially imposed either by the authorities of his country of origin or by German/European authorities, the following conditions will apply:

Stand withdrawal / compensation fees

4 months before the show:	50% of the invoice total
3 months before the show:	80% of the invoice total
2 months before the show:	100% of the invoice total

However, if the exhibitor agrees to a bindingly participation in the EUROPEAN ROTORS 2021, the above-mentioned cancellation fee will be converted into a down payment for the EUROPEAN ROTORS 2021 edition. In this case the exhibitor agrees to waive the cancellation policy for the EUROPEAN ROTORS 2021.

8.2. Participation feed in the event of cancelation

If EHA is responsible for the cancelation of the event, no participation fee shall be owed by the exhibitor. If EHA must shorten the duration of an event that has already begun as a result of force majeure or on other grounds for which they bear no responsibility, the exhibitor may not claim any part or full reimbursement, nor dispense with payment of the participation fee.