

5. Prices and Fees ILA2010

International Aerospace Exhibition and Conferences
Berlin-Brandenburg, June 08–13, 2010

1 General

Exhibitors whose registration is received by Messe Berlin GmbH by October 31, 2009, are eligible for a discount of 10 % of the stand rental price (not applicable for chalets and aircrafts). The date of receipt of form 1.1 at Messe Berlin GmbH is decisive.

BDLI members are entitled to a discount of 6 %.

The basic price also includes a lump sum for electricity and water.

All prices listed exclude the costs for the advertising box, AUMA 0.60 Euro/m² net and are subject to statutory value-added tax.

AUMA (Ausstellungs- und Messeausschuss der Deutschen Messewirtschaft e. V., Berlin) represents the interests of exhibitors, visitors and organizers.

For further information please advise www.auma-messe.de, www.auma-fairs.com, www.auma-ferias.com, www.auma-salons.com

All area figures are rounded up to the next full square meter.

For two- or three-story structures, the basic stand rental rate will be increased by 75 % for the area above which the additional stories are located.

2 Indoor displays

The minimum area for rent within the halls is 15 m².

The basic rental rate for indoor display space per m²:

– Stand open on one side (Row stand)	317.– Euro
– Stand open on two sides (Corner stand)	340.– Euro
– Stand open on three sides (Peninsula stand)	360.– Euro
– Stand open on all four sides (Island stand)	370.– Euro

3 Chalet rates

– Single chalet	37,000.– Euro
– Double chalet	69,000.– Euro
– Triple chalet	99,000.– Euro

4 Outdoor displays

The minimum space for rent in the outdoor display is 15 m², the rental fee itself is 180.– Euro/m².

Renting of outdoor areas

A basic rental rate of 180.– Euro/m² will be charged for outdoor areas occupied by pavilions, stands, tent-like structures or anything else (e.g. mobile home, ground service and flight operation equipment), for aircraft incapable of flight and for mock-ups. The rental area required for non-flyable aircraft and mock-ups is calculated by multiplying the fuselage length by the wing span or rotor blade diameter.

Exhibiting flying aircraft

The lump sum charges for the outdoor exhibition of aircraft in flying condition (registered and with flight insurance** for the relevant flight operations) are as follows:

– Unpowered aircraft	315.– Euro
– MTOW below 750 kg*	535.– Euro
– MTOW 750 kg to 2 t*	1,280.– Euro
– MTOW 2 t to 5.7 t*	2,340.– Euro
– MTOW 5.7 t to 20 t*	3,850.– Euro
– MTOW 20 t to 40 t*	4,450.– Euro
– MTOW 40 t to 60 t*	6,800.– Euro
– MTOW above 60 t*	9,100.– Euro

* powered aircraft

** Proof of insurance to be submitted to ILA flight directorate.

If an exhibitor rents an outdoor area significantly larger than required to exhibit his registered flyable aircraft (multiple-purpose rental), a separate rental agreement must be concluded with the Rental Services Office.

5 Landing fees (exhibits)

Landing fees for aircraft with an MTOW of less than 5.7 t are included in the exhibitor's fee. A landing fee will be charged for all aircraft with an MTOW of more than 5.7 t (13.– Euro/ton). The landing fee is calculated according to the maximum permissible take-off weight of the aircraft.

6 List of fees for aircraft and ground handling services

These services can be requested/ordered from the display managers or through their office in the display tower. The services will be invoiced to the exhibitor/ordering party by the organizer.

– Towing/Positioning	no charge
– Passenger/Crew transfer on exhibition grounds	no charge
– Air pressure starting unit	190.– Euro/start
– Toilet service	75.– Euro/service
– Fresh water service	65.– Euro/service
– Ground power unit Lump sum	65.– Euro/30 min
10 a.m.–6 p.m.	500.– Euro
– Pallet/Container hoisting	195.– Euro/30 min
– Passenger stairs, motor-driven	100.– Euro/30 min
– Passenger stairs, trailer-type, max. height 3.5 m	30.– Euro/30 min
– Service stairs, motor-driven	65.– Euro/30 min
– Service stairs, trailer-type	20.– Euro/30 min
– Baggage/Freight cars	15.– Euro/30 min
– Baggage conveyor belt	60.– Euro/30 min
– De-icing vehicle/Service platform	440.– Euro/30 min
– Cabin heating unit	170.– Euro/30 min
– Ramp handling	45.– Euro/30 min

The rates listed include the operator.

7 Landing and parking fees for aircraft used to transport staff and/or material

Landing and parking fees for aircraft used by the exhibitor to transport staff and/or material but which are not registered as exhibits are calculated according to the maximum permissible take-off weight (MTOW) as follows:

MTOW 2,000 kg and less	50.– Euro
2,001 kg to 5,700 kg	35.– Euro/ton
5,701 kg to 50 t	30.– Euro/ton
50 t to 100 t	25.– Euro/ton
more than 100 t	18.– Euro/ton

These aircraft may be parked within the exhibition grounds or the near vicinity if sufficient space is available and in coordination with the organizer.

¹ t = metric tons

8 Advertising box

- Starter Package
for main exhibitors with up to
20 m² exhibition area and an aircraft with
an MTOW of more than 5.7 t
399.– Euro plus V.A.T.
- Classic Package
for main exhibitors with 21 m² to
80 m² exhibition area
649.– Euro plus V.A.T.
- Premium Package
for main exhibitors with over
80 m² exhibition area
or a chalet 999.– Euro plus V.A.T.

If several exhibition areas are booked or several aircraft registered by one exhibitor, only one advertising box will be charged at the rate of the superior package.

9 Other flight operation costs

- Air traffic control fees will be billed separately by Deutsche Flugsicherung.
- Payment for fuel, lubricants and other products and services such as catering or the cleaning of aircraft interiors should be arranged directly with the supplier at the time of delivery.
- Should exceptional measures be required to ensure smooth flight operations or to comply with safety requirements, these must be coordinated promptly with Messe Berlin GmbH. Expenses incurred will be charged to the exhibitor.

10 Direct sales

Permission for the direct sale of small goods, magazines, books, models, etc. must be requested in writing and may be granted for a single one-off fee of 270.– Euro (+ VAT).