

# AEROSPACE & DEFENSE MEETINGS TORINO 2011

## REGISTRATION FORM FOR FOREIGN COMPANIES - TERMS & CONDITIONS

This form is very important as the provided information on your technologies and capabilities will make up your profile in the online catalogue. We strongly recommend you to **enter your details online** from the following link. A confirmation will be sent to you with an ID that would let you log into the system, edit your details, add a logo, select contacts and more :  
<http://www.bciaerospace.com/turin/rendezvous2011/>

### COMPANY DETAILS

**COMPANY NAME :** .....

◆ Address : .....

◆ Postal code : ..... ◆ Town / City : ..... ◆ Country : .....

◆ Phone : ..... ◆ Fax : ..... ◆ Email : .....

◆ Web site : .....

◆ Year of foundation : ..... ◆ Turnover (In Millions of Euros) : ..... ◆ Number of employees : .....

◆ % in Aeronautics : ..... ◆ Turnover : ..... ◆ % in Space : ..... ◆ Turnover : .....

◆ % of Export : ..... ◆ Export area(s) : .....

◆ Group affiliation : ..... ◆ Group nationality : .....

◆ Member of a trade association or organization : .....

### PARTICIPANTS CONTACT DETAILS

#### Delegate 1 (individual who will attend the event)

◆ Title : ..... ◆ First name : ..... ◆ Last name : .....

◆ Job title : ..... ◆ Mobile phone : .....

◆ Direct phone : ..... ◆ Fax : ..... ◆ E-mail : .....

◆ Address (no PO boxes accepted) : .....

◆ Postal code : ..... ◆ City : ..... ◆ Country : .....

◆ Other useful information : .....

#### Delegate 2 (individual who will attend the event)

◆ Title : ..... ◆ First name : ..... ◆ Last name : .....

◆ Job title : ..... ◆ Mobile phone : .....

◆ Direct phone : ..... ◆ Fax : ..... ◆ E-mail : .....

◆ Address (no PO boxes accepted) : .....

◆ Postal code : ..... ◆ City : ..... ◆ Country : .....

◆ Other useful information : .....

#### Administrative follow-up

◆ Title : ..... ◆ First name : ..... ◆ Last name : .....

◆ Job title : ..... ◆ Mobile phone : .....

◆ Direct phone : ..... ◆ Fax : ..... ◆ E-mail : .....

#### Billing details : (required)

◆ Company : ..... ◆ Registration N° : ..... ◆ VAT N° : .....

◆ Title : ..... ◆ First name : ..... ◆ Last name : ..... ◆ Department : .....

◆ Address : .....

◆ Postal Code : ..... ◆ City : ..... ◆ Country : .....

◆ Direct phone : ..... ◆ Fax : ..... ◆ E-mail : .....

### PRIMARY ACTIVITY

### SECONDARY ACTIVITY(IES)

### NATURE OF PARTICIPATION

◆ <b>We're offering:</b>		◆ <b>We'll support:</b>	
<input type="checkbox"/> Sub-contracting	<input type="checkbox"/> R & D partnership	<input type="checkbox"/> Purchasing	<input type="checkbox"/> Quality
<input type="checkbox"/> Products	<input type="checkbox"/> Licenses / Technologies	<input type="checkbox"/> Design	<input type="checkbox"/> Engineering
<input type="checkbox"/> Skills	<input type="checkbox"/> Commercial representation	<input type="checkbox"/> Production	<input type="checkbox"/> Manufacturing, industrialization
<input type="checkbox"/> Services	<input type="checkbox"/> Common research programs	<input type="checkbox"/> Sub-contracting	<input type="checkbox"/> Research & Development
<input type="checkbox"/> Other (specify) : .....		<input type="checkbox"/> Other (specify) : .....	
.....		.....	
..		.	

# OUR CAPABILITIES

## ◆ MANUFACTURING

### COMPOSITES

- Organic matrixes
- Thermal setting matrixes
- Other matrixes (specify) :

- Strengthening or feed (specify) :

- Skin packaging
- Filament Winding
- Resin Transfert Molding
- Sandwich systems
- Polymerization
- Machining and assembly
- Non destructive tests
- Material specification
- Processing material
- Training
- Other (specify) :

### ELECTRONICS AND ELECTRICAL

- Subcontracting
- Electronic tubes
- Passive components
- Active components
- Sensors, controls, measures
- Winding
- Wiring
- Connectors
- Display screens
- Antennas and antenna systems
- Control systems
- Electrical devices
- On-board systems and equipment
- Other (specify) :

### ENERGY AND POWER CONDITIONING

- Batteries
- Other types of energy storage (inertia wheels, fuel cells, etc.)
- Power conditioning, management and distribution
- Solar cells and solar arrays
- Power generators (non solar)
- Other (specify) :

### MECHANICS AND METALS

- Mechanisms - Electro-mechanisms
- Sheet metal
- Boiler making
- Actuators, motors
- Release devices, pyrotechnics
- Tribology
- Robotic systems
- Micro-mechanics
- Machining
- Forming
- Cutting
- Castings
- Foundry
- Processing
- Post-treatments
- Deployable structures
- Prototyping
- Stereo lithography
- Integration, clean room
- Other (specify) :

### PLASTICS

- Thermoplastics
- Thermoset
- Injection
- Molding
- Extrusion
- Pultrusion
- Thermoforming
- Compounding

- Other (specify) :

### TECHNICAL TEXTILES

- Decoration
- Textile finishing
- Woven fabrics
- Non-woven fabrics
- Other (specify) :

## ◆ ENGINEERING

### ENGINEERING & DESIGN CENTERS

- Mechanics
- Electronics
- Design
- Modeling, calculation
- Instrumentation, experiments
- Other (specify) :

### TESTS, CONTROL & MEASURES

- Test benches
- Test management
- Non destructive tests
- Other (specify) :

### STRUCTURES

- Structural engineering and control
- Structural manufacturing techniques
- Active structures and control
- Smart structures
- Other (specify) :

## ◆ PROCESSES

### DATA PROCESSING AND STORAGE

- Data retrieving
- Data processing and storage
- Technical documentation
- Other (specify) :

### INSTRUMENTATION

- Physical science instrumentation
- Diagnostic and monitoring techniques
- Physical and chemical sensors
- On-site science measure devices
- Other (specify) :

### SCIENTIFIC AND INDUSTRIAL IT

- Information and communication systems
- System architecture
- Communication network
- Digital imaging
- Operating system
- Command control
- Process management
- Modeling, simulation, algorithm
- Other (specify) :

### SIGNAL PROCESSING

- Guidance and control
- Signal and image processing
- Sensors
- Compression, encryption, etc.
- Other (specify) :

### SOFTWARE

- Software development
- Software engineering
- Software tools
- Software quality and product insurance
- Other (specify) :

## TECHNICAL SERVICES

- Products insurance
- Consulting, auditing
- Quality
- Training
- Environment
- Certification
- Safety, accident prevention, Industrial hygiene
- Information
- Transport, logistics
- Maintenance
- Packaging
- Products handling
- Industrial design
- Technology watch
- Other (specify) :

### THERMAL CONTROL

- Thermal control systems -incl. Software
- Thermal control components
- Cryogenics
- High-power radiators
- Fluid circuit
- Other (specify) :

## ◆ TECHNOLOGIES, EQUIPMENT, SYSTEMS

### ENVIRONMENTAL AND LIFE SUPPORT SYSTEMS

- Water recycling systems
- Waste recycling systems
- Air management systems and components
- Other (specify) :

### EQUIPMENT AND SYSTEMS

- Equipment manufacturer
- System manufacturer
- Hydraulic systems
- Special machinery
- Metrology
- Tooling
- Pneumatics
- Robotics and automation

Short description: .....

### OPTICS AND ELECTRO-OPTICS

- Analysis & engineering of optical system
- Optical components -incl. micro-optics
- Electro-optical devices
- Laser systems and technologies
- Optical instruments and sensors
- Other (specify) :

### PROPULSION

- Chemical propulsion
- Electric propulsion
- Cryogenic propulsion
- Air-breathing propulsion
- Other (specify) :

## ◆ OTHER (if not in the list) :

.....

.....

.....

## DESCRIPTION OF OUR CAPABILITIES

In this section you will show what capabilities of yours are used in civilian, military or space applications. Mention of your certifications and other standards is also very important.

◆ Civil aeronautics : .....

◆ Military aeronautics : .....

◆ Space : .....

◆ Other (specify) : .....

◆ Technical data : .....

◆ Certifications : .....

◆ References : .....

◆ Achieved Applications : .....

◆ Type of contacts sought : .....

◆ Production sites abroad : .....

◆ AVIATION	◆ SPACE AND MILITARY	◆ SUPPORT SYSTEMS
<p><b><u>BUSINESS JETS</u></b></p> <p><input type="checkbox"/> Turbo jets</p> <p><input type="checkbox"/> Turbo propulsion jets</p> <p><input type="checkbox"/> Reciprocating engine-powered jets</p> <p><input type="checkbox"/> Other (specify) : .....</p> <p><b><u>COMMERCIAL AIRCRAFT</u></b></p> <p><input type="checkbox"/> Narrow-body jetliner</p> <p><input type="checkbox"/> Wide-body jetliner</p> <p><input type="checkbox"/> Turboprop aircraft</p> <p><input type="checkbox"/> Other (specify) : .....</p> <p><b><u>MILITARY AIRCRAFT</u></b></p> <p><input type="checkbox"/> Bombers</p> <p><input type="checkbox"/> Freight - Transport – In-flight refueling</p> <p><input type="checkbox"/> Early Warning</p> <p><input type="checkbox"/> Electronic Warfare</p> <p><input type="checkbox"/> Fighters</p> <p><input type="checkbox"/> Observation</p> <p><input type="checkbox"/> Patrol ASW</p> <p><input type="checkbox"/> Reconnaissance</p> <p><input type="checkbox"/> Research - Test Bench – Experiments</p> <p><input type="checkbox"/> Training</p> <p><input type="checkbox"/> Utilities</p> <p><input type="checkbox"/> Other (specify) : .....</p> <p><b><u>ROTARY WING AIRCRAFT</u></b></p> <p><input type="checkbox"/> Naval</p> <p><input type="checkbox"/> Reconnaissance / attack</p> <p><input type="checkbox"/> Tilt rotor</p> <p><input type="checkbox"/> Training</p> <p><input type="checkbox"/> Transport</p> <p><input type="checkbox"/> Utilities</p> <p><input type="checkbox"/> Other (specify) : .....</p> <p><b><u>UAV AND ENGINE</u></b></p> <p><input type="checkbox"/> UAVs (unmanned aerial vehicles)</p> <p><input type="checkbox"/> Gas turbine engines</p> <p><input type="checkbox"/> Other (specify) : .....</p>	<p><b><u>CIVIL SATELLITES</u></b></p> <p><input type="checkbox"/> Communication</p> <p><input type="checkbox"/> Observation</p> <p><input type="checkbox"/> Navigation</p> <p><input type="checkbox"/> Scientific</p> <p><input type="checkbox"/> Weather</p> <p><input type="checkbox"/> Technology development</p> <p><input type="checkbox"/> Other (specify) : .....</p> <p><b><u>LAUNCH VEHICLES</u></b></p> <p><input type="checkbox"/> Launchers</p> <p><input type="checkbox"/> Manned systems</p> <p><input type="checkbox"/> Unmanned systems</p> <p><input type="checkbox"/> Other (specify) : .....</p> <p><b><u>MILITARY SATELLITES</u></b></p> <p><input type="checkbox"/> Communication</p> <p><input type="checkbox"/> Early warning</p> <p><input type="checkbox"/> Earth observation</p> <p><input type="checkbox"/> Navigation</p> <p><input type="checkbox"/> Reconnaissance and surveillance</p> <p><input type="checkbox"/> Technology development</p> <p><input type="checkbox"/> Manned systems</p> <p><input type="checkbox"/> Other (specify) : .....</p> <p><b><u>MISSILES</u></b></p> <p><input type="checkbox"/> Air to air</p> <p><input type="checkbox"/> Air to surface</p> <p><input type="checkbox"/> Anti armor</p> <p><input type="checkbox"/> Antibalistic</p> <p><input type="checkbox"/> Anti ship</p> <p><input type="checkbox"/> Anti submarine</p> <p><input type="checkbox"/> Surface to air</p> <p><input type="checkbox"/> Surface to surface</p> <p><input type="checkbox"/> Other (specify) : .....</p> <p><b><u>SPACECRAFT AND EQUIPMENT</u></b></p> <p><input type="checkbox"/> Orbiters</p> <p><input type="checkbox"/> Robots</p> <p><input type="checkbox"/> Ground infrastructures</p> <p><input type="checkbox"/> Other (specify) : .....</p>	<p><input type="checkbox"/> Empowered guided weapons</p> <p><input type="checkbox"/> Air traffic control radars</p> <p><input type="checkbox"/> Communication and navigation systems</p> <p><input type="checkbox"/> Data processing equipment</p> <p><input type="checkbox"/> Display screens and instruments</p> <p><input type="checkbox"/> Integrated avionics systems</p> <p><input type="checkbox"/> Electronic warfare systems</p> <p><input type="checkbox"/> Radars and sensors</p> <p><input type="checkbox"/> Other (specify) : .....</p> <p><b>◆ AIR TRANSPORTATION BUSINESS</b></p> <p><input type="checkbox"/> Airliners</p> <p><input type="checkbox"/> Jet leasing</p> <p><input type="checkbox"/> Jet charter company</p> <p><input type="checkbox"/> Airport</p> <p><input type="checkbox"/> Other (specify) : .....</p> <p><b>◆ OTHER (if not in the list) :</b></p> <p>.....</p> <p>.....</p> <p>.....</p>




**Please return the completed form to the address below:**  
**abe - advanced business events – AEROSPACE & DEFENSE MEETINGS TORINO 2011**  
 35/37 rue des Abondances - 92513 BOULOGNE CEDEX  
 Tel: +33 (0)1 41 86 41 90 fax: +33 (0)1 46 03 86 26  
 Website : [www.bciaerospace.com/turin](http://www.bciaerospace.com/turin)  
 E-Mail : [torinoaerospace@advbe.com](mailto:torinoaerospace@advbe.com)  
 SAS au capital de 50000 euros  
 RCS Nanterre B 515 013 506– NAF : 8230Z

# RATES AND BOOKING

Carefully review the below packages and book the most appropriate one for your company. All features included are clearly described here below. We highly recommend you to prepare graphics (posters, roll-ups, pop-up booths, etc) for your stand.


## ◆ BASIC PACKAGE – 6 sqm

**Euros 4 000 excl. Taxes**

<p><b>One 6sqm booth (3x2)</b></p> <p>Fully equipped with: spot lights 1 table 3 chairs carpet and fascia board</p> <p>For 1 delegate</p>		<ul style="list-style-type: none"> <li>◆ A detailed company profile in the online AEROSPACE &amp; DEFENSE MEETINGS TORINO 2011 catalogue</li> <li>◆ A memory stick preloaded with the AEROSPACE &amp; DEFENSE MEETINGS TORINO 2011 catalogue</li> <li>◆ <b>A customized 2-day schedule of pre-planned B2B meetings based on your choices</b></li> <li>◆ Coffee bar access on October 26<sup>th</sup> and 27<sup>th</sup> (hot and cold drinks served)</li> <li>◆ Lunch, catered on October 26<sup>th</sup> and 27<sup>th</sup> (hot and cold drinks included)</li> <li>◆ Access to all workshops and conferences</li> </ul>
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## ◆ DELUXE PACKAGE – 12 sqm

**Euros 6 000 excl. Taxes**

<p><b>One 12sqm booth (6x2)</b></p> <p>Fully equipped with: spot lights 2 table 6 chairs carpet and fascia board</p> <p>For 2 delegates</p>		<ul style="list-style-type: none"> <li>◆ A detailed company profile in the online AEROSPACE &amp; DEFENSE MEETINGS TORINO 2011 catalogue</li> <li>◆ A memory stick preloaded with the AEROSPACE &amp; DEFENSE MEETINGS TORINO 2011 catalogue</li> <li>◆ <b>A customized 2-day schedule of pre-planned B2B meetings based on your choices</b></li> <li>◆ Coffee bar access on October 26<sup>th</sup> and 27<sup>th</sup> (hot and cold drinks served)</li> <li>◆ Lunch, catered on October 26<sup>th</sup> and 27<sup>th</sup> (hot and cold drinks included)</li> <li>◆ Access to all workshops and conferences</li> </ul>
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## ◆ EXTRA DELEGATE

**Euros 300 excl. Taxes**

- ◆ Unrestricted access to all workshops and conferences
- ◆ Coffee bar access and lunches, catered on October 26<sup>th</sup> and 27<sup>th</sup> (hot and cold drinks included)

## ◆ WORKSHOP

**Euros 1 500 excl. Taxes**

A "Technology Workshop" must focus on one of your specific capabilities that has applications in various sectors. You must submit a 5-10 line abstract for the organization to approve it. Note that we reserve the right to reject your request should we deem it irrelevant. If your workshop is validated we'll commit to circulating the abstract through the online catalog and providing adequate facility at the event.

## **CONFIRMATION OF YOUR SELECTION**

<input type="checkbox"/> <u>Basic Package – 6 sqm</u>	€ 4000 excl. Taxes .....
<input type="checkbox"/> <u>Deluxe Package – 12 sqm</u>	€ 6000 excl. Taxes .....
<input type="checkbox"/> <u>Extra Delegate (s)</u>	..... x € 300 excl. Taxes .....
<input type="checkbox"/> <u>Workshop</u>	€ 1.500 excl. Taxes .....
<b>Grand total due excl. Taxes*</b> .....	

### **\*Additional Information (Compulsory)**

- a) Your company is registered in France, French tax (VAT) is due
- b) Your company is registered in a European Union country, excluding France, French tax is not applicable (you must report it to your fiscal administration). Please indicate the tax registration number of the billed company.
- c) Your company is based in a non European country, French tax is not applicable.
- d) Your company is registered in Italy, Italian tax (VAT) is due. Our Rome office will bill you and include the VAT amount.

### **PAYMENT TERMS :**

A 60% down-payment is required. Your account must be balanced prior to the event.  
A full payment is also permitted.

Payment can be made by:

- check payable to advanced business events
- credit card (arrange a telephone call with us and we'll process your visa, master card or American express)
- wire transfer to the bank account below

N.B. : send us a copy of the receipt by email : [torinoaerospace@advbe.com](mailto:torinoaerospace@advbe.com)

**IBAN:** FR76 3000 4008 0400 0107 2835 736

**BIC Code:** BNPAFRPPPE

**Bank:** BNP PARIBAS CHAMPS ELYSEES

**Bank address:** 37 Av des Champs Elysées / 75008 Paris, France

**I hereby agree with all the terms of AEROSPACE & DEFENSE MEETINGS TORINO 2011**

**Date, signature and company seal:**

# AEROSPACE & DEFENSE MEETINGS TORINO 2011

## GENERAL TERMS & CONDITIONS

### 1. ORGANISATION

The **AEROSPACE & DEFENSE MEETINGS TORINO 2011** business convention is organized by the company **abe - advanced business events**, a limited company with a stated capital of 50.000 Euros, whose registered head office is located at 35/37 rue des Abondances - 92513 BOULOGNE-BILLANCOURT - France, hereafter referred to as the organizers.

### 2. PURPOSE

These regulations stipulate the terms and conditions according to which the organizers and run the above convention. They detail the respective rights and obligations on the part of the participant and the organizers. The participant formally undertakes to abide by these regulations.

### 3. PLACE AND DATE

The **AEROSPACE & DEFENSE MEETINGS TORINO 2011** business convention will be held at the **Centro Congressi Lingotto de Torino (Italy)** on **October 26<sup>th</sup> and 27<sup>th</sup>, 2011**. The organizers are free to change the place or date of the convention in the event of the premises being unavailable in case of *force majeure*. The organizers are free to cancel the convention having first notified the participant, in which case ongoing registration applications shall be cancelled ipso jure, without any compensation due to the participant except the refund of pre-paid registration fees.

### 4. ADMISSION, REGISTRATION, CANCELLATION, PAYMENT

Any company or institution is entitled to participate provided it has the relevant skills to enter into negotiations with prime contractors. The organizers reserve the right to refuse any application, whatever the grounds and without having to justify their decision. In the event of a participant withdrawing **before September 15<sup>th</sup>, 2011**, the signatory is liable for 30% of the initial participation fee, to cover the organizers' costs. Withdrawal from the event can only be notified to the organizers by registered letter with acknowledgement of receipt, the postmark being taken as proof of postage. After that date, registration for **AEROSPACE & DEFENSE MEETINGS TORINO 2011** is considered final and irrevocable, and the participant is liable for the whole of the initial amount for participation.

### 5. SERVICES INCLUDED IN THE OVERALL PARTICIPATION FEE

The overall participation fee is **4.000 € taxes excl., 6.000 € taxes excl.**, depending on the basic option chosen, plus any additional options. This registration fee for the **AEROSPACE & DEFENSE MEETINGS TORINO 2011** business convention includes the items described in the "Base, Base Plus options" section of the present registration form.

### 6. COMMERCIAL REGULATIONS

Participants may not allow any other company to benefit from the services offered by the **AEROSPACE & DEFENSE MEETINGS TORINO 2011** business convention without prior consent from the organizers. Participants formally undertake not to perform activities outside the confines of the convention center premises similar to those offered within, and this for the whole duration of the convention.

### 7. OBLIGATION TO PRODUCE A RESULT

The organizers undertake to diligently use the resources available to it without being subject to an obligation to produce a result.

### 8. INSURANCE

The organizers are legally responsible as organizers of the **AEROSPACE & DEFENSE MEETINGS TORINO 2011** business convention. This civil liability shall under no circumstances be extended to include injury caused by third parties to participants. The **Centro Congressi Lingotto de Torino (Italy)** assumes its civil liability as owner of the fixtures and fittings, permanent or otherwise, used for the purposes of the convention, and for the use of companies and business activities under its direct control. The same applies to all outside companies. Participants must have personal liability insurance cover and must undertake to answer for all damages caused to others either by themselves or their staff or equipment. Participants must have insurance cover for any equipment they own or acquire during the convention.

### 9. APPLICATION OF THE REGULATIONS

The organizers reserve the right to decide on all cases not provided for in these regulations and to introduce any necessary amendments or additional clauses to this matter, which shall become immediately enforceable. Circulars sent out to participants at a later date form an integral part of these regulations. Any infringement of these regulations may lead to the expulsion of the offender/infringing party, at the sole request of the organizers, without formal notice and no refund shall be due for the participation fee nor for any sums paid by him, which shall be retained by the organizers.

### 10. JURISDICTION CLAUSE

By signing the registration form, the participant shall be deemed to have agreed to be bound unreservedly by the clauses of these regulations. In the event of a dispute and before any proceedings are instituted, the participant undertakes to submit his complaints to the organizers. In the event of a dispute, the courts assigned to the registered offices of the **abe** shall entertain sole jurisdiction.

Company Name : .....

Return to:

Address : .....

**abe – advanced business events**

.....

35/37 rue des Abondances

Contact Name : .....

92513 – Boulogne cedex, France

Date : ..... Signature and company's seal (required) :

SAS au Capital de 50 000 euros

RCS Nanterre B 515 013 506

NAF : 8230 Z