



## AEROMART TOULOUSE TOULOUSE, FRANCE - DECEMBER 3-5, 2008

With the currently low U.S. Dollar, the European aerospace industry is looking across the Atlantic for new sourcing potential. But at traditional aerospace trade shows, you may have experienced that it's next to impossible to connect with the **BUYERS** from major players such as Airbus or their main systems suppliers.

That's why the U.S. Department of Commerce Aerospace Team is pleased to announce its active support and participation in the 7th edition of **AEROMART Toulouse 2008**. Designed for and attended by the BUYERS and SPECIFIERS of aerospace prime contractors and manufacturers, Aeromart will take place in Toulouse, France from **December 3-5, 2008**, including a day of visits to **Airbus** and **ATR** production facilities.

**AEROMART Toulouse** is the leading global aerospace event based on **pre-planned business to business (B2B) meetings**. The most prominent global players use this platform to find partners, subcontractors, and other business opportunities. The event will consist of the following:

- 300 contractors (procurement, production, R&D, commodities, supply chain, engineering, etc.
- 450 suppliers and subcontractors
- 10,000+ face to face meetings arranged over two days
- 35 countries represented

Click the link below to download the 2006 list of participants (in French/English):

<http://www.aeromart.tm.fr/listeaero2006.pdf>

In addition to the B2B meetings and two-day conference program, the **U.S. Commercial Service** will coordinate a visit to **Airbus and ATR assembly lines**. In the attachment, you can find a complete description of all the services, features, and special discounted rates reserved for American companies.

### What are the benefits?:

- **Greater visibility** of your company through the online catalog
- **Identify and request** meetings with relevant contacts **prior to the event**
- **Time and money saved** by **direct contact with your targets in only two days**
- **Turnkey service:** 100% focused, organized, and professional
- Great "**Doing Business with Us**" conferences given by Purchasing officials at Airbus, Bombardier, Alenia, Alcatel and others.

### How does it work?

- Fill out a short form providing a description of your capabilities and applications
- Access the detailed profiles of all the attendees from our online catalog three weeks prior the event
- Identify and request meetings with relevant contacts from the online catalog
- Receive a customized schedule of pre-planned meetings with selected and validated contacts
- Attend the convention in a focused, professional atmosphere. Meetings are held at your booth.

Take advantage of this special offer available only through the **U.S. Commercial Service**! We will be available prior to and during Aeromart to facilitate your participation.

For more information, answers to your questions or to sign up, you can contact Alexis at Aeromart's New York Office by phone at (212) 260-5924 or email [aeromart@altios-international.com](mailto:aeromart@altios-international.com) or Mark Weaver in the U.S. Commercial Service Fort Worth, Texas office. E-mail [mark.weaver@mail.doc.gov](mailto:mark.weaver@mail.doc.gov), phone 817-392-2673.

**[Registration form with prices and other details follows this page.](#)**

# SUPPLIERS / SUB-CONTRACTORS REGISTRATION FORM – AEROMART TOULOUSE 2008



**Information provided will be used for your profile in the online and hard copy catalog. Please select an option, fill in the form accurately and return it by fax or scanned email. You must have a US registered office.**

**The rates below are exclusively reserved to American companies. They are brought to you by the US Commercial Service Aerospace Team.**

For further questions do not hesitate and contact the USCS offices in:  
**Fort Worth, Texas, (Mark Weaver) - Paris, France (Cara Boulesteix)**  
 BCI, the organizer, also has an office in New York City to service you further.

## ◆ AEROMART PLUS (6sqm)

**€ 3000 –vat excl.**

<p><b>One company, one delegate</b>                  One 6sqm booth (2 x 3)                  Spot lights                  One table and four chairs                  Carpet and power                  Fascia board</p>		<ul style="list-style-type: none"> <li>◆ Presentation of your company in the Aeromart Toulouse catalog</li> <li>◆ Access to the online catalog prior to the event (hard copy distributed at the show)</li> <li>◆ 1 schedule of B2B meetings</li> <li>◆ Access to all conferences and workshops</li> <li>◆ 6sqm space (described here on the left side)</li> <li>◆ Visit to <b>Airbus</b> and <b>ATR assembly lines</b> on December 5, 2008</li> <li>◆ Invitation to lunch during the convention (2 days)</li> <li>◆ Invitation to the Gala diner on December 03, 2008.</li> <li>◆ 4 hotel nights in a city center <b>IBIS hotel</b> (2, 3, 4 and 5 Dec 08): <a href="http://www.ibishotel.com/gb/reservation/liste_hotels.shtml">http://www.ibishotel.com/gb/reservation/liste_hotels.shtml</a></li> </ul> <p>The choice of a different hotel will be at your own cost.</p>
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## ◆ AEROMART PREMIUM (12sqm)

**€ 4800 –vat excl.**

<p><b>One company, two delegates</b>                  One 12sqm booth (3 x 4)                  Spot lights                  Two tables and eight chairs                  Carpet and power                  Fascia board</p>		<ul style="list-style-type: none"> <li>◆ Presentation of your company in the Aeromart Toulouse catalog</li> <li>◆ Access to the online catalog prior to the event (hard copy distributed at the show)</li> <li>◆ 1 schedule of B2B meetings</li> <li>◆ Access to all conferences and workshops</li> <li>◆ 12sqm space (described here on the left side)</li> <li>◆ Visit to <b>Airbus</b> and <b>ATR assembly lines</b> on December 5, 2008</li> <li>◆ Invitation to lunch during the convention (2 days)</li> <li>◆ Invitation to the Gala diner on December 03, 2008.</li> <li>◆ 4 hotel nights in a city center <b>IBIS hotel</b> (2, 3, 4 and 5 Dec 08): <a href="http://www.ibishotel.com/gb/reservation/liste_hotels.shtml">http://www.ibishotel.com/gb/reservation/liste_hotels.shtml</a></li> </ul> <p>The choice of a different hotel will be at your own cost.</p>
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## ◆ AEROMART PRESTIGE (24m<sup>2</sup>)

**€ 9000 –vat excl.**

<p><b>One company, three delegates</b>                  One 24sqm booth                  Spot lights                  One table and 3 chairs                  1 coffee table and 4 armchairs                  Carpet and power                  Fascia board / Banner                  1 Desk + 1 stool                  1 Cupboard                  1 Document case</p>		<ul style="list-style-type: none"> <li>◆ Presentation of your company in the Aeromart Toulouse catalog</li> <li>◆ Access to the online catalog prior to the event (hard copy distributed at the show)</li> <li>◆ 1 schedule of B2B meetings</li> <li>◆ Access to all conferences and workshops</li> <li>◆ 24sqm space (described here on the left side)</li> <li>◆ Visit to <b>Airbus</b> and <b>ATR assembly lines</b> on December 5, 2008</li> <li>◆ Invitation to lunch during the convention (2 days)</li> <li>◆ Invitation to the Gala diner on December 03, 2008.</li> <li>◆ 4 hotel nights in a 4* hotel (2, 3, 4 and 5 Dec 08)</li> </ul>
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◆ **DO BUSINESS WITH... PRIMES - CONFERENCES**

**Included in your package**

At AEROMART Prime contractors give must-attend presentations on how to efficiently join their supply base and work with them, new programs and new trends. Such companies as Airbus, Bombardier, CNES, Alcatel Alenia are expected to lead our 2008 *Do Business With* sessions.

Entrance to these conferences is included in any package you will select.

◆ **WORKSHOP**

**€uros 1 500 –vat excl.**

AEROMART 2008 offers you the possibility to lead a "Solutions Workshop" on a topic in relation with one of your specific capabilities or innovations. The workshop shall not last more than 35 minutes and gather at least 15 persons.

Your topic will be advertised through the AEROMART TOULOUSE 2008 promotional tools (Direct Marketing, media communication, etc...). It will also be presented in the technical catalog, visible to all the participants before the convention. Any request for a workshop will have to be submitted to the organizers, who'll then validate it.

◆ **ADDITIONAL PERSON**

**€uros 800 –vat excl.**

Note that every additional attendee will be granted the services described here above.

<input type="checkbox"/> Option PLUS	Euros 3 000 – <b><u>vat excl.</u></b>	.....
<input type="checkbox"/> Option PREMIUM	Euros 4 800 – <b><u>vat excl.</u></b>	.....
<input type="checkbox"/> Option PRESTIGE	Euros 9 000 – <b><u>vat excl.</u></b>	.....
<input type="checkbox"/> Workshop	Euros 1 500 – <b><u>vat excl.</u></b>	.....
<input type="checkbox"/> Additional person	Euros 800 – <b><u>vat excl.</u></b>	.....
	SUB-TOTAL – <b><u>vat excl.</u></b>	.....
	VAT 19,6 %	.....
	GRAND TOTAL	.....

*French VAT (19,6%) is due for your participation as the event takes place in France. You can claim back VAT from French tax authorities.*

*It is authorized to make a down-payment of 60% (only by check) at your signing up. Note that the full payment must be settled before November 28, 2008. Payment at once can be made by check or wire transfer. Our bank details will be provided in the invoice sent to you.*

**FAX OR EMAIL (scanned) YOUR FILLED FORM TO OUR USA OFFICE IN NEW-YORK:**

**AEROMART TOULOUSE / ALTIOS INTERNATIONAL**

**145 West 28th street**

**Suite 903**

**New York NY 10010**

**Phone: (212) 260 5924**

**Fax: (212) 260 5951**

**[aeromart@altios-international.com](mailto:aeromart@altios-international.com)**

**NOTE:** it is possible to fill in an online form from our website. But the rates and services described there are sensibly different from those in this US form. In order to avoid any confusion we recommend you to return a paper or scanned form. The packages above are exclusively reserved to US firms. For further assistance contact our team in New York.

**COMPANY :** .....

- ◆ Address : .....
- ◆ Post code : ..... ◆ Town : ..... ◆ Country : .....
- ◆ Phone : ..... ◆ Fax : ..... ◆ Email : .....
- ◆ Web site : .....
- ◆ Date 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 an association, society or syndicate : .....

**REGISTRATION**

**Participants details:**

**Participant 1** *(The person to whom the organizer will send all documents and files)*

- ◆ Title : ..... ◆ First name : ..... ◆ Last name : .....
- ◆ Position : ..... ◆ Mobile phone : .....
- ◆ Direct phone : ..... ◆ Fax : ..... ◆ E-mail : .....
- ◆ Address (no PO box accepted) : .....
- ◆ Post code : ..... ◆ Town : ..... ◆ Country : .....
- ◆ Other useful information : .....

**Participant 2**

- ◆ Title : ..... ◆ First name : ..... ◆ Last name : .....
- ◆ Position : ..... ◆ Mobile phone : .....
- ◆ Direct phone : ..... ◆ Fax : ..... ◆ E-mail : .....
- ◆ Address (no PO box accepted) : .....
- ◆ Post code : ..... ◆ Town : ..... ◆ Country : .....

**Billing details : (compulsory)**

- ◆ Company : ..... ◆ Registration N° : ..... ◆ VAT N° : .....
- ◆ Title : ..... ◆ First name : ..... ◆ Last name : ..... ◆ Department : .....
- ◆ Address : .....
- ◆ Post Code : ..... ◆ Town : ..... ◆ Country : .....
- ◆ Direct phone : ..... ◆ Fax : ..... ◆ E-mail : .....

**MAIN ACTIVITY(IES)**

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**SECONDARY ACTIVITY(IES)**

.....

.....

.....

**NATURE OF THE PARTICIPATION**

◆ <b>Our offer</b>		◆ <b>Our needs</b>	
<input type="checkbox"/> Sub-contracting <input type="checkbox"/> Products <input type="checkbox"/> Know-how <input type="checkbox"/> Services <input type="checkbox"/> Other (specify) : ..... ..... .....	<input type="checkbox"/> R & D partnership <input type="checkbox"/> Licenses / Technologies <input type="checkbox"/> Commercial representation <input type="checkbox"/> Common research programs	<input type="checkbox"/> Purchasing <input type="checkbox"/> Design <input type="checkbox"/> Production <input type="checkbox"/> Sub-contracting <input type="checkbox"/> Other (specify) : ..... ..... .....	<input type="checkbox"/> Quality <input type="checkbox"/> Engineering <input type="checkbox"/> Manufacturing, industrialization <input type="checkbox"/> Research & Development

# PRODUCTS AND SERVICES OFFERED

## 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) : .....

## ELECTRONICS & ELECTRICITY

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

## TESTS, CONTROL & MEASURES

- Test bench
- Test management
- Non destructive tests
- Other (specify) : .....

## SCIENTIFIC AND INDUSTRIAL INFORMATION TECHNOLOGY

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

## ENGINEERING & DESIGN CENTERS

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

## INSTRUMENTATION

- Physical science instrumentation
- Diagnostic and monitoring techniques
- Physical and chemical sensors
- In-situ science measure devices
- Other (specify) : .....

## SOFTWARE

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

## COMPOSITE MATERIALS

- Organic matrixes
- Thermal setting matrixes
- Other matrixes (specify) : .....
- Strengthening or feed (specify) : .....

- Skin packaging
- Filament Winding
- Minimum Time Air Routes
- Sandwich systems
- Polymerization
- Machining and assembly
- Non destructive tests
- Material specification
- Processing material
- Training
- Other matrixes (specify) : .....

## MECHANICS AND METALS

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

## 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
- Electrical propulsion
- Cryogenic propulsion
- Air-breathing propulsion
- Other (specify) : .....

## THERMAL CONTROL

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

## 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) : .....

## STRUCTURES

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

## ENVIRONMENTAL AND LIFE SUPPORT SYSTEMS

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

## TECHNICAL TEXTILES

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

## SIGNAL PROCESSING

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

## DATA PROCESSING AND STORAGE

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

## PLASTICS PROCESSING

- Injection
- Molding
- Pultrusion
- Extrusion
- Thermoforming
- Compounding
- Other (specify) : .....

## ○ EQUIPMENT MANUFACTURER

## ○ SYSTEM MANUFACTURER

## ○ HYDRAULICS

## ○ SPECIAL MACHINERY

## ○ METROLOGY

## ○ TOOLING

## ○ PNEUMATICS

## ○ ROBOTICS & AUTOMATISMS

OTHER (specify) : .....

**DESCRIPTION OF PRODUCTS AND SERVICES OFFERED**

In this section you will provide with details about specific competences, techniques, technologies, machines, innovations as well as applications that you are promoting.

◆ Civil aeronautics: .....

◆ Military aeronautics: .....

◆ Space: .....

◆ Other (specify): .....

◆ Technical data: .....

◆ Certifications:.....

◆ References:.....

◆ Achieved Applications: .....

◆ Type of contacts sought: .....

◆ Production sites abroad: .....

# APPLICATIONS IN AERONAUTICS AND SPACE

## MILITARY AIRCRAFT

- Bombers
- Freight - Transport – In-flight refueling
- Early Warning
- Electronic Warfare
- Fighters
- Observation
- Patrol ASW
- Reconnaissance
- Research - Test Bench – Experiments
- Training
- Utilities
- Other (specify) :

## COMMERCIAL AIRCRAFT

- Narrow-body jetliner
- Wide-body jetliner
- Turboprop aircraft
- Other (specify) :

## ROTARY WING AIRCRAFT

- Naval
- Reconnaissance / attack
- Tilt rotor
- Training
- Transport
- Utilities
- Other (specify) :

## BUSINESS & GENERAL AVIATION AIRCRAFT

- Turbo jets
- Turbo propulsion jets
- Reciprocating engine-powered jets
- Other (specify) :

## UNMANNED AERIAL VEHICLES AND DRONES

- Other (specify) :

## GAS TURBINE ENGINES

### LAUNCH VEHICLES

- Launchers*
- Manned systems
- Unmanned systems
- Other (specify) :

### Civil satellites

- Communication
- Observation
- Navigation
- Scientific
- Weather
- Technology development
- Other (specify) :

### Military satellites

- Communication
- Early warning
- Earth observation
- Navigation
- Reconnaissance and surveillance
- Technology development
- Manned systems
- Other (specify) :

### Robots

### Orbiters

### Ground infrastructures

### MISSILES

- Air to air
- Air to surface
- Anti armor
- Antiballistic
- Anti ship
- Anti submarine
- Surface to air
- Surface to surface
- Other (specify) :

## UNPOWERED GUIDED WEAPONS

### AIR TRAFFIC CONTROL RADARS

### COMMUNICATION & NAVIGATION SYSTEMS

### DATA PROCESSING EQUIPMENT

### DISPLAY SCREENS AND INSTRUMENTS

### ELECTRONIC WARFARE SYSTEMS

### INTEGRATED AVIONICS SYSTEMS

### RADARS AND SENSORS

### AIRLINES

### AIRPORT

# AEROMART TOULOUSE 2008 GENERAL TERMS AND CONDITIONS

## 1. ORGANISATION

The **AEROMART TOULOUSE 2008** business convention is organized by the company BCI, a limited company with a stated capital of 140.000 Euros, whose registered head office is located at 71, rue des Tilleuls - 92771 BOULOGNE Cedex - 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 **AEROMART TOULOUSE 2008** business convention will be held at the Parc des Expositions on **December 03<sup>rd</sup> and 04<sup>th</sup> 2008**. 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 31<sup>th</sup> October 2007**, 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 post-mark being taken as proof of postage. After that date, registration for **AEROMART TOULOUSE 2008** 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 euros ex-VAT or 6,000 euros ex-VAT depending on the basic option chosen, plus any additional options.*

This registration fee for the **AEROMART TOULOUSE 2008** business convention includes the items described in the "Plus and Premium 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 **AEROMART TOULOUSE 2008** business convention without prior consent from the organizers.

Participants formally undertake not to perform activities outside the confines of the convention centre 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 **AEROMART TOULOUSE 2008** business convention. This civil liability shall under no circumstances be extended to include injury caused by third parties to participants.

The Parc des Expositions de Toulouse 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 BCI shall entertain sole jurisdiction.

COMPANY'S NAME : .....

Address : .....

.....

Contact name : .....

Date : .....

I hereby agree with all the terms and conditions of AEROMART TOULOUSE 2008.

Signature and company's stamp:

Return to :

**AEROMART TOULOUSE /  
ALTIOS INTERNATIONAL**

145 West 28th street

Suite 903

New York NY 10010

Phone: (212) 260 5924

**Fax: (212) 260 5951**

[aeromart@altios-international.com](mailto:aeromart@altios-international.com)

BCI

SA au Capital de 140 000 Euros

71, rue des tilleuls / 92771 Boulogne cedex

RCS Nanterre B 415 144 286 / SIRET: 415 144 286 00010 / NAF: 748 J