



2018 / AIRCRAFT SALES APPLICATION FORM



We invite you to market your Aircraft at Warbirds Over Wanaka International Airshow 2018.

We welcome you to Warbirds Over Wanaka 2018 and this opportunity for an Aircraft for Sale stand to sell your products to a captive market of around 50,000 people in the three day Airshow period.

With around \$14 million of aircraft sold at WOW over the last three Airshows WOW presents an inexpensive marketing tool for your company, we have held prices again this year.

Space is limited and we would ask you to consider early application. Aircraft will be parked within the Airport grounds and you will have the opportunity to demonstrate them to your clients. Please read this information clearly and fill out the application form online, noting that you are required to pay a deposit once we invoice you.

Warbirds Over Wanaka 2018 is the 16th International Airshow held at Wanaka airport and we are delighted to have you join us.

No applications will be accepted after 9th March 2018.

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Warbirds Over Wanaka International Airshow 2018 Aircraft Sales

1. Venue

This prime venue for the WOW 2018 aircraft sales is on the flightline. Your potential customers will also include around 16,000 overseas visitors (mainly from Australia and England) and 100 media who come for Warbirds Over Wanaka.

2. Programme 2018

Thursday 29th March	Set up day 8am – 5pm
Friday 30th March	WOW Airshow Practise Day. All trade stalls will be open to the public. c. 10,000 people expected
Saturday 31st March	WOW Airshow flying programme with all trade stalls open. c. 20,000 people expected
Sunday 1st April	WOW Airshow flying programme with all trade stalls open. c. 20,000+ people expected.

The Airshow gates open at 7.30am each day for the enthusiasts! Aircraft Sales stalls are expected to be onsite from 8am to 4.30pm over the three days of the Airshow. The official Airshow flying programme runs from 10am to 4pm on the Saturday and Sunday

Please see www.warbirdsoverwanaka.com for more Airshow information as it comes to hand.

3. Aircraft sales stands are available as follows

- One aircraft stand 9mx9m \$1,500 +GST
- Second aircraft plus \$1,300 +GST
- Third aircraft plus \$1,100 +GST
- Fourth aircraft plus \$900 +GST
- Fifth aircraft plus \$700 +GST
- ie stand with 5 aircraft costs \$5,500 +GST

Please note we have held prices for the last four airshows.

Larger sites are available on request and all sites are subject to availability.

Please note we will not be taking any commission on your sales.

This price is for selling from Friday 30th March to Sunday 1st April 2018 inclusive and includes:

- The bare Aircraft ground space
- 3 x 3 day Exhibitor tickets for your staff (more if more aircraft)
- Car parking for one car
- 4 single general Sunday admission tickets to give your clients

Additional equipment may be ordered overleaf. Sites will be allocated in conjunction with you at a later date.

4. Other information

- **PLEASE NOTE: NO AIRCRAFT ARE TO HAVE ENGINES RUNNING OR START UP ON ANY GRASSED AREA.**
 - Demonstration flights will be possible before prior to 9.30am or after the Airshow from 4.30pm on Friday, Saturday and Sunday of the Airshow.
 - Aircraft will need to be towed from the display site to the taxiway for demonstration purposes so please bring your towbar.
 - Your company name will be included in the WOW printed programme.
 - All stand holders will be sent a for immediate payment deposit invoice.
 - Security staff will be patrolling the aircraft sales space day and night.
 - All Aircraft owners will need to adhere to WOW's Safety Manager Programme and will need to be briefed on arrival at the Airshow by the Facilitator.
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5. Terms and Conditions for all Aircraft stand holders

- a) All aircraft must be onsite no later than 5-00pm on Thursday 29th March 2018.
- b) All stands must operate for the entire three days of the event. There will be no sub-letting of sites.
- c) All fees relating to each stand must be paid prior to the event.
- d) Once payment is made each application will be issued with three 3-day tickets and one trade vehicle pass. Further tickets may be purchased as required from www.warbirdsoverwanaka.com
- e) All sites must be vacated on Sunday evening 1st April
- f) Warbirds Over Wanaka reserves the right of acceptance.
- g) No applications will be accepted after 9th March 2018.
- h) All vehicles must be removed from the site.
- i) Deposits will not be refunded if your aircraft is withdrawn from sale after 1st March 2018.
- j) Any site fees outstanding after 9th March 2018 will attract 10% interest.
- k) All prices exclude GST.