



2020 / AIRCRAFT SALES APPLICATION INFORMATION



We invite you to have an Aircraft for Sale stand at Warbirds Over Wanaka International Airshow 2020.

Warbirds Over Wanaka 2020 is the 17th International Airshow held at Wanaka Airport.

This is an opportunity for you to market your aircraft to a captive market of around 50,000 people during the three day Airshow period.

With over \$14 million of aircraft sold at WOW at recent Airshows, this presents an inexpensive marketing tool for your company.

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 carefully and then fill out the application online.

Please note:

- You must fill in the online application form.
- You are required to pay a deposit when we invoice you.
- Airshow gates open at 7:30am each day.
- No applications will be accepted after 6th March 2020.

Mandy Deans

WOW Event Manager

P: 03 443 8619

M: 0274 357 156

E: mandy@warbirdsoverwanaka.co.nz

Warbirds Over Wanaka International Airshow 2020 Aircraft Sales

1. Sites

The prime site for the WOW 2020 Aircraft Sales is on the flightline. Your potential customers will include around 16,000 overseas visitors (mainly from Australia and England) and 100 media who come for Warbirds Over Wanaka.

2. Programme 2020

Thursday 9th April	Set up day 8am – 5pm
Friday 10th April	WOW Airshow Practise Day. All stands will be open to the public. c. 10,000 people expected
Saturday 11th April	WOW Airshow flying programme with all stands open. c. 20,000 people expected
Sunday 12th April	WOW Airshow flying programme with all stands open. c. 20,000 people expected.

The Airshow gates open at 7.30am each day for the enthusiasts! Aircraft Sales stands 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:

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| <ul style="list-style-type: none">• One aircraft stand (9m x 9m) \$1,700 + GST• Second aircraft plus \$1,500 + GST• Third aircraft plus \$1,300 + GST• Fourth aircraft plus \$1,100 + GST• Fifth aircraft plus \$900 + GST <p><i>Eg. Stand with 5 aircraft costs: \$6,500 + GST</i></p> | <p>These prices are for selling from Friday 10th April to Sunday 12th April inclusive and include:</p> <ul style="list-style-type: none">• The bare ground space for your aircraft• Security of your site for the three days• 3 x 3 day Exhibitor passes for your staff (more if you have more aircraft)• An official Airshow programme• Car parking for one car in the Exhibitor park.• 4 single general admission Sunday tickets to give to your clients. |
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IMPORTANT NOTES:

- This is the first price increase since 2010.
- Larger sites are available on request and all sites are subject to availability.
- We will not be taking any commission on your sales.
- We are pleased to be implementing a GIS system for WOW 2020, so sites and all facilities will be mapped accurately. Your input of correct measurements is crucial and we will be strict on any stand taking up more space than booked.
- Additional equipment may be ordered on the application form.
- 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 prior to 9.30am or after the Airshow from 4.30pm on the Friday, Saturday and Sunday.
- 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 deposit invoice for immediate payment.
- Security staff will be patrolling the aircraft sales space day and night.
- Power to your site is available at an additional cost from 7.00am to 6pm each day, Thursday, Friday, Saturday, Sunday. Please book power on the online registration form.
- Our Health & Safety consultant will be onsite on Thursday to chat with you about safety while at Warbirds Over Wanaka. Please ensure you comply with all aspects of the Health and Safety Act (refer to process outlined below). Once we have confirmed your acceptance to WOW you will be provided with details on how to register your H&S information.
- Programme advertising: This is an opportunity to get your name out to Airshow attendees. The printed programme options are on the online form with only digital files accepted and they must be emailed to the WOW office by 13th December 2019. File specs: High resolution pdf, Eps or Jpeg (300dpi), CMYK, all fonts embedded.

5. Health and Safety Process

- Participation as an Aircraft Sales stand holder ('Contractor') at Warbirds Over Wanaka is in accordance with compliance under the Health and Safety at Work Act 2015.
- Both WOW and contractors are equally responsible for providing and maintaining a safe work environment for workers and visitors to the site, and for ensuring that all parties have taken reasonably practicable steps to prevent harm within the site.
- Contractors registering at WOW will be required to provide sufficient information and documentation to ensure that WOW is satisfied with their health and safety systems in place.
- Failure to provide sufficient information may result in the contractor being denied approval to enter the site.
- This information includes electrical and gas compliance, restriction of vehicle movement on and off the site after designated setup time/before designated breakdown of the site.
- Aircraft parked in public display areas must have coloured ribbons or other markers attached to their aircraft tie-downs to alert members of the public to a potential trip hazard.
- Health and safety information will be requested after WOW has confirmed your application

6. Terms and Conditions for all Aircraft for Sale stand holders

- a) All stands must be set up no later than 5.00pm on Thursday 9th April 2020.
- 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 Aircraft Sales stand will be issued with three 3-day exhibitor passes and one trade vehicle pass. Further tickets may be purchased as required from www.warbirdsoverwanaka.com
- e) Security will be on the airfield each night and no camping will be allowed.
- f) All sites must be vacated on Sunday evening 12th April.
- g) Warbirds Over Wanaka reserves the right of acceptance and placement of your stand.
- h) No application will be accepted after 6th March 2020.
- i) Deposits will not be refunded if you cancel your stand after 1st March 2020.
- j) Any site fees outstanding after 9th March 2020 will attract 10% interest.
- k) All prices exclude GST.

PLEASE NOW COMPLETE THE ONLINE FORM