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附件：如文(ILA2016.pdf)

主旨：有關柏林商展公司邀請我商參加「柏林國際航太展 ILA - Berlin Air Show」International Supplies Center (ISC) 案，敬請卓參。

說明：

- 一、依據柏林商展公司本（105）年 2 月 4 日電子郵件辦理。
- 二、「柏林國際航太展」係兩年舉辦一次，服務全球航太業者設立之專業展覽，本年展期為 6 月 1 日至 4 日，展期中並設有專業買主日，展出項目包含：航空相關材料與零件、飛行器、國防和安全、空中救援機、直昇機、無人駕駛飛行器、高科技應用科技、軍用航空器及防禦系統、商用或公務用飛行器以及航空運輸及機場設備等。上一屆 ILA 展共計有來自全球四十多國，一千兩百多家廠商展示航太領域的先進機具、飛行器、軍用儀器、關鍵零組件及塗料等，參觀人數則達 125,000 人次。
- 三、「ISC 航太零件供應商展區」提供零組件製造商與國際零件採購廠互動之採購平台，廠商有機會接觸國際飛機製造公司、一階供應商、OEM 製造商及指標大廠，主辦單位並安排『商務媒合洽談』媒合商機。檢送來函影本及相關

資料如附件。

正本：台灣區航太工業同業公會、漢翔航空工業股份有限公司、財團法人中華民國對外貿易發展協會

副本：經濟部國際貿易局

駐德國代表處經濟組

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# International Suppliers Center ISC 2016

Franz Denk <fdenk@cd-procon.de>

Thu 2/4/2016 17:52

To: Economic Division, Taipei Representative Office <berlin@moea.gov.tw>

6 attachments

Infosheet\_ISC.pdf; ILA 2016 Site Map.pdf; ISC package prices Classic stand.pdf; ISC package prices Standard stand.pdf; ILA2016\_Sample-shell.pdf; Company List International Buyers' Days 2016 (18.01.2016).pdf;

Dear Mr. Fann

we would to invite member companies from Taiwan to exhibit once more in the **International Suppliers Center ISC 2016**. Please find below and attached some actual information about this market place for the supply industry of the aerospace supply chain.

For years, the International Suppliers Center ISC has guaranteed market success for small and medium-sized enterprises. Over three days the International Suppliers Center ISC at the ILA Berlin Air Show brings together exhibitors and trade visitors from all relevant industry sectors: from advanced development to final approval, from materials to complete subsystems, from production and test systems to new process technologies, from maintenance to repair.

The exceptionally successful **International Buyers' Days** will take place all three ISC days exclusively for ISC exhibitors: **B2B-meetings** with procurement and R&D experts from renowned OEMs und 1st Tier Suppliers (see attached list) can be organized prior to the show using a professional web-based matchmaking platform. The ISC 2016 takes place in the permanent hall 6 which provides pleasant conditions for successful conversations.

- Exhibition date: June 1-3, 2016
- Attractive **"all-inclusive"** booths in two different versions (Classic and Standard)
- **Participation of co-exhibitors free of charge**
- Free of charge dinner cruise on the river Spree for all participants sponsored by the Airbus Group.

I trust the ISC 2016 would be a great opportunity for your member companies to present their products and services to a wide range of international customers. A booth or a joint stand can be booked online under: [www.ila-berlin.de/anmeldung](http://www.ila-berlin.de/anmeldung).

Please feel free to contact me in case I can be of any assistance. I'm looking forward to welcoming your company in the ISC 2016.  
Kind regards

Dipl. Ing. Franz Denk  
ILA - Berlin Air Show  
Consultant - International Suppliers Center ISC

Handwritten signature: FRZ

CD-Procon GmbH  
Riezlerweg 33  
80007 München

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Three International  
Buyers' Days

## International Suppliers Center ISC

### Enhancing the aerospace supply chain

With the **International Suppliers Center ISC** the organizer of the ILA Berlin Air Show offers a market place dedicated exclusively to the supply industry representing all product groups of the aerospace market. Embedded in the ILA Berlin Air Show – one of the world's biggest aerospace shows – the ISC exhibitors benefit unlike any other aerospace show from the neighborhood to the exhibiting international market leaders and from the presence of nearly **123.000 trade visitors**.

The three **International Buyers' Days** provide a highly successful, exclusive service for ISC exhibitors. Using a professional internet tool, B2B meetings between ISC exhibitors and purchasing agents and development managers from leading OEMs and 1st Tier Suppliers can be scheduled in advance.

### Key figures ISC 2014

- 330 exhibitors from 23 countries
- 75 high-ranking buyers from 40 companies from 7 countries
- 1,320 B2B talks (ISC 2012: 816), arranged prior to the exhibition by using the professional web-based match making platform
- Positive feedback of buyers and exhibitors





Compact 3-day exhibition format

Permanent hall (hall 6)

Attractive "all-inclusive" booths in two different versions

Participation of co-exhibitors free of charge

Joint stands for regional or industrial associations

Listing in all 3 ILA marketing media: Quickfinder,  
Virtual Market Place\* (online catalogue), ILA-App

Opening hours

June 1 and 2, 2016: 10:00 a.m. to 6:00 p.m.

Improved opening hours on the final day

June 3, 2016: 10:00 a.m. to 3:00 p.m.

Messe Berlin GmbH

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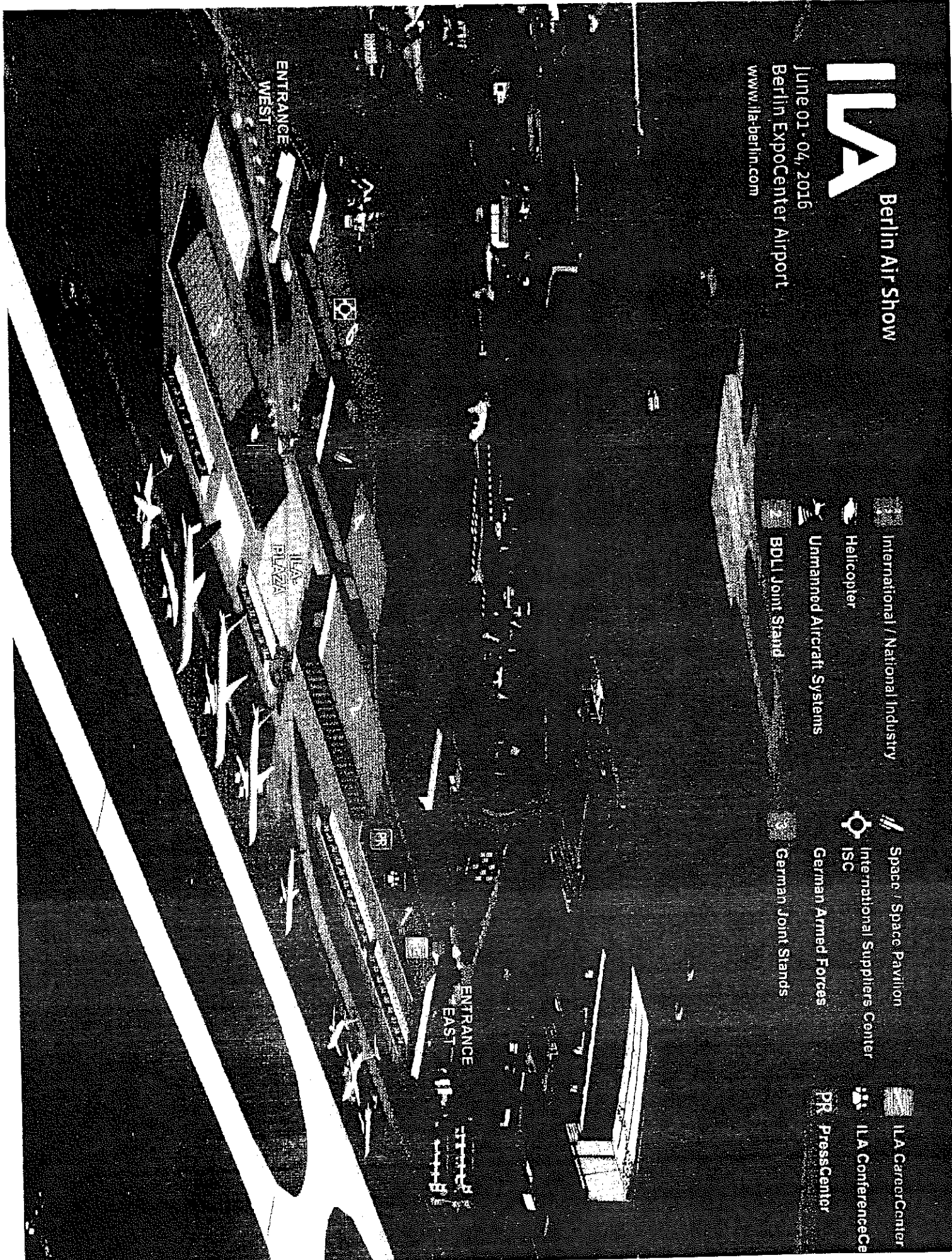
# ILA

Berlin Air Show

June 01 - 04, 2016

Berlin ExpoCenter Airport

[www.ila-berlin.com](http://www.ila-berlin.com)



International / National Industry

Helicopter

Unmanned Aircraft Systems

BDL Joint Stand

Space / Space Pavilion

International Suppliers Center  
ISC

German Armed Forces

German Joint Stands

ILA Career Center

ILA Conference Center

PR PressCenter



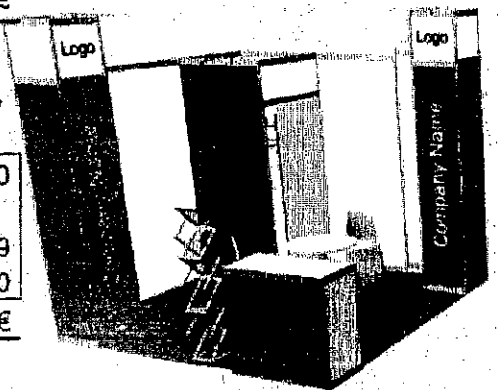
ISC sample calculation for shell schemes (further stand sizes are available)  
 Prices are net prices (excl. 19% VAT); stand space incl. shell scheme

**Classic** shell scheme (for equipment details see [www.isc-ila.com](http://www.isc-ila.com) – exhibitor information)

\* Early Bird Discount = 10% based on row stand price without stand construction: 330€/ m<sup>2</sup>

sample calculation 9m <sup>2</sup>	size in m <sup>2</sup>	price/ m <sup>2</sup>	incl. Early Bird	excl. Early Bird
Shell scheme	9 x	470	4230	4230
Minus Early Bird*	9 x	33	297	
Advertising box <i>Starter</i>		399	399	399
AUMA fee	9 x	0,6	5,40	5,40
			<b>4337.40 €</b>	<b>4634.40 €</b>

sample calculation 12m <sup>2</sup>	size in m <sup>2</sup>	price/ m <sup>2</sup>	incl. Early Bird	excl. Early Bird
Shell scheme	12 x	470	5640	5640
Minus Early Bird*	12 x	33	396	
Advertising box <i>Starter</i>		399	399	399
AUMA fee	12 x	0,6	7,20	7,20
			<b>5650.20 €</b>	<b>6046.20 €</b>



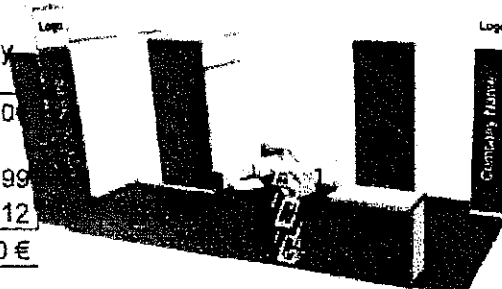
small (9-17m<sup>2</sup>): sample

sample calculation 15m <sup>2</sup>	size in m <sup>2</sup>	price/ m <sup>2</sup>	incl. Early Bird	excl. Early Bird
Shell scheme	15 x	470	7050	7050
Minus Early Bird*	15 x	33	495	
Advertising box <i>Starter</i>		399	399	399
AUMA fee	15 x	0,6	9	9
			<b>6963.00 €</b>	<b>7458.00 €</b>

sample calculation 16m <sup>2</sup>	size in m <sup>2</sup>	price/ m <sup>2</sup>	incl. Early Bird	excl. Early Bird
Shell scheme	16 x	470	7520	7520
Minus Early Bird*	16 x	33	528	
Advertising box <i>Starter</i>		399	399	399
AUMA fee	16 x	0,6	9,60	9,60
			<b>7400.60 €</b>	<b>7928.60 €</b>

sample calculation 18m <sup>2</sup>	size in m <sup>2</sup>	price/ m <sup>2</sup>	incl. Early Bird	excl. Early Bird
Shell scheme	18 x	440	7920	7920
Minus Early Bird*	18 x	33	594	
Advertising box Starter		399	399	399
AUMA fee	18 x	0,6	10,80	10,80
			7735.80 €	8329.80 €

sample calculation 20m <sup>2</sup>	size in m <sup>2</sup>	price/ m <sup>2</sup>	incl. Early Bird	excl. Early Bird
Shell scheme	20 x	440	8800	8800
Minus Early Bird*	20 x	33	660	
Advertising box Starter		399	399	399
AUMA fee	20 x	0,6	12	12
			8551.00 €	9211.00 €

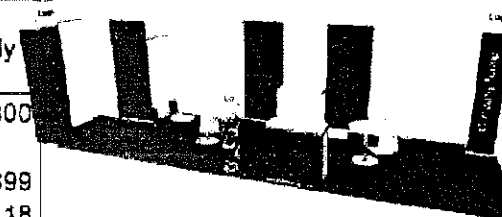


sample calculation 25m <sup>2</sup>	size in m <sup>2</sup>	price/ m <sup>2</sup>	incl. Early Bird	excl. Early Bird
Shell scheme	25 x	440	11,000	11,000
Minus Early Bird*	25 x	33	825	
Advertising box Starter		399	399	399
AUMA fee	25 x	0,6	15	15
			10,589.00 €	11,414.00 €

medium (18-25m<sup>2</sup>): sample

sample calculation 27m <sup>2</sup>	size in m <sup>2</sup>	price/ m <sup>2</sup>	incl. Early Bird	excl. Early Bird
Shell scheme	27 x	410	11,070	11,070
Minus Early Bird*	27 x	33	891	
Advertising box Starter		399	399	399
AUMA fee	27 x	0,6	16,20	16,20
			10,594.20 €	11,485.20 €

sample calculation 30m <sup>2</sup>	size in m <sup>2</sup>	price/ m <sup>2</sup>	incl. Early Bird	excl. Early Bird
Shell scheme	30 x	410	12,300	12,300
Minus Early Bird*	30 x	33	990	
Advertising box Starter		399	399	399
AUMA fee	30 x	0,6	18	18
			11,727.00 €	12,717.00 €



large (starting from 27 m<sup>2</sup>): sample

sample calculation 36m <sup>2</sup>	size in m <sup>2</sup>	price/ m <sup>2</sup>	incl. Early Bird	excl. Early Bird
Shell scheme	36 x	410	14,760	14,760
Minus Early Bird*	36 x	33	1188	
Advertising box Starter		399	399	399
AUMA fee	36 x	0,6	21,6	21,6
			13,992.60 €	15,180.60 €





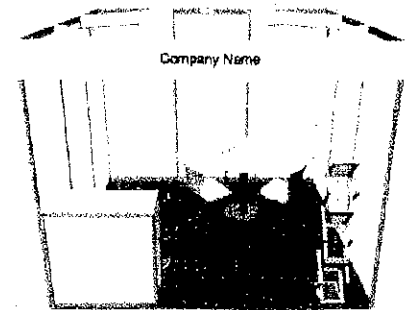
ISC sample calculation for shell schemes (further stand sizes are available)  
 Prices are net prices (excl. 19% VAT); stand space incl. shell scheme

**Standard shell scheme** (for equipment details see [www.isc-ila.com](http://www.isc-ila.com) – exhibitor information)

\* Early Bird Discount = 10% based on row stand price without stand construction: 330€/ m<sup>2</sup>

sample calculation 9m <sup>2</sup>	size in m <sup>2</sup>	price/ m <sup>2</sup>	incl. Early Bird	excl. Early Bird
Shell scheme	9 x	450	4050	4050
Minus Early Bird*	9 x	33	297	
Advertising box <i>Starter</i>		399	399	399
AUMA fee	9 x	0,6	5,40	5,40
			<b>4157,40 €</b>	<b>4454,40 €</b>

sample calculation 12m <sup>2</sup>	size in m <sup>2</sup>	price/ m <sup>2</sup>	incl. Early Bird	excl. Early Bird
Shell scheme	12 x	450	5400	5400
Minus Early Bird*	12 x	33	396	
Advertising box <i>Starter</i>		399	399	399
AUMA fee	12 x	0,6	7,20	7,20
			<b>5410,20 €</b>	<b>5806,20 €</b>

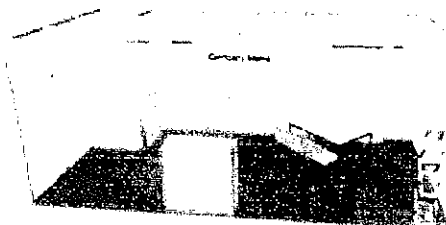


small (9-17m<sup>2</sup>): sample

sample calculation 15m <sup>2</sup>	size in m <sup>2</sup>	price/ m <sup>2</sup>	incl. Early Bird	excl. Early Bird
Shell scheme	15 x	450	6750	6750
Minus Early Bird*	15 x	33	495	
Advertising box <i>Starter</i>		399	399	399
AUMA fee	15 x	0,6	9	9
			<b>6663,00 €</b>	<b>7158,00 €</b>

sample calculation 16m <sup>2</sup>	size in m <sup>2</sup>	price/ m <sup>2</sup>	incl. Early Bird	excl. Early Bird
Shell scheme	16 x	450	7200	7200
Minus Early Bird*	16 x	33	528	
Advertising box <i>Starter</i>		399	399	399
Auma	16 x	0,6	9,60	9,60
			<b>7080,60 €</b>	<b>7608,60 €</b>

<b>sample calculation 18m<sup>2</sup></b>	size in m <sup>2</sup>	price/ m <sup>2</sup>	incl. Early Bird	excl. Early Bird
Shell scheme	18 x	425	7650	7650
Minus Early Bird*	18 x	33	594	
Advertising box <i>Starter</i>		399	399	399
AUMA fee	18 x	0,6	10,80	10,80
			<b>7465,80 €</b>	<b>8059,80 €</b>



medium (18-26m<sup>2</sup>): sample

<b>sample calculation 20m<sup>2</sup></b>	size in m <sup>2</sup>	price/ m <sup>2</sup>	incl. Early Bird	excl. Early Bird
Shell scheme	20 x	425	8500	8500
Minus Early Bird*	20 x	33	660	
Advertising box <i>Starter</i>		399	399	399
AUMA fee	20 x	0,6	12	12
			<b>8251,00 €</b>	<b>8911,00 €</b>

<b>sample calculation 25m<sup>2</sup></b>	size in m <sup>2</sup>	price/ m <sup>2</sup>	incl. Early Bird	excl. Early Bird
Shell scheme	25 x	425	10625	10625
Minus Early Bird*	25 x	33	825	
Advertising box <i>Starter</i>		399	399	399
AUMA fee	25 x	0,6	15	15
			<b>10.214,00 €</b>	<b>11.039,00 €</b>

<b>sample calculation 27m<sup>2</sup></b>	size in m <sup>2</sup>	price/ m <sup>2</sup>	incl. Early Bird	excl. Early Bird
Shell scheme	27 x	390	10530	10530
Minus Early Bird*	27 x	33	891	
Advertising box <i>Starter</i>		399	399	399
AUMA fee	27 x	0,6	16,20	16,20
			<b>10.054,20 €</b>	<b>10.945,20 €</b>



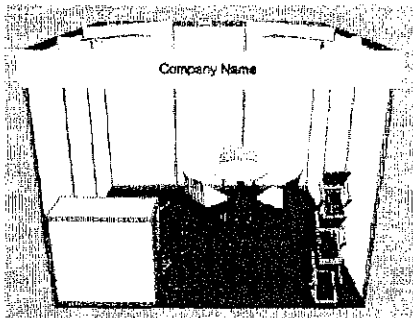
large (starting from 27 m<sup>2</sup>): sample

<b>sample calculation 30m<sup>2</sup></b>	size in m <sup>2</sup>	price/ m <sup>2</sup>	incl. Early Bird	excl. Early Bird
Shell scheme	30 x	390	11700	11700
Minus Early Bird*	30 x	33	990	
Advertising box <i>Starter</i>		399	399	399
AUMA fee	30 x	0,6	18	18
			<b>11.127,00 €</b>	<b>12.117,00 €</b>

<b>sample calculation 36m<sup>2</sup></b>	size in m <sup>2</sup>	price/ m <sup>2</sup>	incl. Early Bird	excl. Early Bird
Shell scheme	36 x	390	14040	14040
Minus Early Bird*	36 x	33	1188	
Advertising box <i>Starter</i>		399	399	399
AUMA fee	36 x	0,6	21,6	21,6
			<b>13.272,60 €</b>	<b>14.460,60 €</b>

**Standard**

z.B. 9 m<sup>2</sup> Standfläche/  
e.g. 9 m<sup>2</sup> exhibition space



- Octanormkonstruktion H 2500 mm
- Stützwerk: weiß, Wandausfachungen; weiß
- umlaufende Blende weiß, H 300 mm
- Standard-Blendenbeschriftung, schwarz
- Beleuchtung: 1 Spot je 4 m<sup>2</sup>
- Bodenbelag: Nadelfilz, verschiedene Farben
- 1 Stromanschluss 3,3KW
- tägliche Reinigung
- 1 Infocounter
- 1 Barhocker
- 1 Bistrotisch (abhängig von der Standgröße)
- 3 Stühle (abhängig von der Standgröße)
- 1 Paplerkorb
- 1 Prospektständer

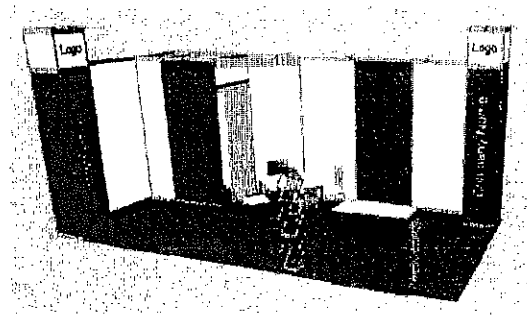
Ab 18 m<sup>2</sup> Standfläche 1 m<sup>2</sup> Kabine abschließbar

- Octanorm-construction height 2500 mm
- Framework: white, wall elements: white
- Fascia, white, height 300 mm
- Standard fascia lettering, black
- Lighting: 1 spot per 4 sqm
- Floor covering: Needled felt, different colors
- 1 Electricity connection 3,3 KW
- Daily cleaning
- 1 Information counter
- 1 Bar stool
- 1 Bistro table (depending on the stand size)
- 3 Chairs (depending on the stand size)
- 1 Waste paper basket
- 1 Brochure stand

Lockable 1 m<sup>2</sup> cabin with exhibition space of  
18 m<sup>2</sup> or more

**Classic**

z.B. 18 m<sup>2</sup> Standfläche/  
e.g. 18 m<sup>2</sup> exhibition space



- Octanormkonstruktion H 2500 mm, 2 Säulen  
50x50x300 cm,
- Kabine abschließbar inklusive Lagerregal/  
Garderobenleiste
- Stützwerk: weiß, Wandausfachungen:  
verschiedene Farben
- Säulenbeschriftung: verschiedene Farben
- Firmenlogo auf Säulenaufsatz
- Beleuchtung: 1 Spot je 3 m<sup>2</sup>
- Bodenbelag/Nadelfilz: verschiedene Farben
- 1 Stromanschluss 3,3KW
- tägliche Reinigung
- 1 Infocounter: verschiedene Farben
- 1 Barhocker
- 1 Besprechungstisch 80x80 cm (abhängig von  
der Standgröße)
- 4 Stühle (abhängig von der Standgröße)
- 1 Paplerkorb
- 1 Prospektständer

- Octanorm-construction H 2500 mm, 2  
columns 50x50x300 cm,
- Cabin, lockable incl. storage rack/coat rack
- Framework: white, wall elements: different  
colors
- Lettering on column: different colors
- Company logo on column top
- Lighting: 1 spot per 3 sqm
- Floor covering: Needled felt, different colors
- 1 Electricity connection 3,3KW
- Daily cleaning
- 1 Information counter: different colors
- 1 Bar stool
- 1 Conference table 80x80cm (depending on  
the stand size)
- 4 Chairs (depending on the stand size)
- 1 Waste paper basket
- 1 Brochure stand



**International  
Suppliers Center**



**ILA CareerCenter**

**Standbau/stand  
construction  
Komplettstände/  
shell scheme**

Weitere Ausstattung/Informationen/Rückfragen/Further equipment/information/questions:  
MB Capital Services GmbH, Tel.: 030/3067-2015, info@mb-capital-services.de



**ISC**

**International  
Suppliers Center**

**Preliminary list of OEMs and 1st Tier Suppliers who will be present  
with procurement and/or R&D experts during the  
International Buyers' Days 2016, Status: 18.01.2016:**

**328 Support Services GmbH  
Airbus  
Airbus Operations  
Airbus Defence and Space  
Airbus Helicopter  
Sukhoi Civil Aircraft**

**MTU Aero Engines  
Pratt & Whitney  
Rolls Royce  
Saab Group**

**Aernnova  
AERO Vodochody  
AOA Apparatebau Gauting  
Autoflug  
Diehl Defence  
Diehl Aerospace  
Diehl Air Cabin  
Diehl Comfort Modules  
Diehl Service Modules  
E.I.S. Electronics  
Elektro-Metall Export  
FACC  
Ferchau  
Finaero  
Grob Aircraft  
Jenoptik  
Jet Aviation  
Kaiser Aluminium  
Liebherr Aerospace  
Lufthansa Technik  
Mahle Behr Industry  
MBDA Deutschland  
MT Aerospace  
Nord-Micro  
Northrop Grumman Lifef  
OHB Systems  
Premlum Aerotec  
Recaro Aircraft Seating  
Rockwell Collins  
RUAG Aviation  
Schiebel Elektronische Geräte  
Sitec Aerospace  
Telair International  
Thales Avionics  
Wittenstein aerospace&simulation  
ZIM Flugsitz  
ZF Luftfahrttechnik  
Zodiac Cabin Controls  
Zodiac Premium Galley**