

Vietnam's leading regional trade fair for the automotive service industry targeting trade visitors from Vietnam

**28 February – 2 March 2019**  
**Saigon Exhibition and Convention Center, Ho Chi Minh City, Vietnam**

**Please complete, sign and return to:**

Messe Frankfurt New Era Business Media Ltd  
35/F, China Resources Building,  
26 Harbour Road, Wanchai, Hong Kong  
Tel: +852 2802 7728 Fax: +852 2519 6079  
[autoasia@hongkong.messefrankfurt.com](mailto:autoasia@hongkong.messefrankfurt.com)

For companies in Taiwan:  
Chan Chao International Co Ltd  
3/F No 185 Kanchien Road, Neihu District  
Taipei, Taiwan  
Tel: +886 2 2659 6000 Fax: +886 2 2659 7000  
[sales@chanchao.com.tw](mailto:sales@chanchao.com.tw)

**Application form** (Please type in block letters, and note point 10 on P.4)

**1. Company details**

Company name: \_\_\_\_\_

Contact person(s): Mr/Mrs/Ms \_\_\_\_\_ Job Title: \_\_\_\_\_

Address: \_\_\_\_\_

City/State: \_\_\_\_\_ ZIP/Postal code: \_\_\_\_\_ Country: \_\_\_\_\_ Country of Headquarter: \_\_\_\_\_

Telephone: \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_ Fax: \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_  
Country code City/Area code Number Country code City/Area code Number

Email: \_\_\_\_\_ Website: \_\_\_\_\_

**2. Company details #** (for official fair catalogue used. If any changes occurred later, please complete the catalogue listing form in the Exhibitor Manual and return to the organiser by deadline.) **Please print clearly in BLOCK letters, or use a typewriter** to indicate your company information (**exactly the name and information you would like to appear in the official fair catalogue**) below, the publisher and organisers will not take any responsibility if mistakes are made in the catalogue due to unclear text, and note point 10 on P.4)

Company name: \_\_\_\_\_

Address: \_\_\_\_\_

City/State: \_\_\_\_\_ ZIP/Postal code: \_\_\_\_\_ Country: \_\_\_\_\_

Telephone: \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_ Fax: \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_  
Country code City/Area code Number Country code City/Area code Number

Email: \_\_\_\_\_ Website: \_\_\_\_\_

The Brands that your company represents: 1. \_\_\_\_\_ 2. \_\_\_\_\_

**3. Nature of business** (please "√" all that apply)

- |   |   |                                    |   |
|---|---|------------------------------------|---|
| <input type="checkbox"/> Manufacturer                                       | <input type="checkbox"/> Dealer, agent, distributor, wholesaler   | <input type="checkbox"/> Retailer  | <input type="checkbox"/> Service supplier   |
| <input type="checkbox"/> Private & official fleets                          | <input type="checkbox"/> Trade associations / government agencies | <input type="checkbox"/> Publisher | (Auto refitter / tuner / garage / workshop / service center / petrol companies / gas station) |
| <input type="checkbox"/> Research institutions / universities / polytechnic | <input type="checkbox"/> Others (please specify): _____           |                                    |   |

**4. Our products belong to the following groups #** (please "√" where appropriate in each items)

- i)  Commercial vehicle  Passenger vehicle  Motorcycle  
ii)  OEM  Aftermarket  
iii)  Overseas market: \_\_\_\_\_%  Vietnam market: \_\_\_\_\_%

**1 Parts & Components**

- 1.1 Powertrain (engine, gearbox, exhaust)  
 1.2 Chassis (axles, steering, brakes, wheels, shock absorbers)  
 1.3 Body (metal parts, roof systems, mounted parts, windows, bumpers)  
 1.4 Standard parts (fastening elements, thread and securing elements, sealing rings, roller bearings)  
 1.5 Interior (cockpits, instruments, airbags, seats, heating, air-conditioning, electric adjusters, interior filters)  
 1.6 Charging accessories 12 volt (plugs, cables, connectors)  
 1.7 Regenerated, restored and renewed parts for cars and commercial vehicles

**2 Electronics & Systems**

- 2.1 Engine electronics (control units, bus systems, sensors, actuators)  
 2.2 Vehicle lighting (headlights, LED / OLED, lasers, exterior and interior lighting)  
 2.3 Electrical system (electrical power supply, batteries, wiring harnesses, plug connections, sensors, on-board diagnostic)  
 2.4 Comfort electronics (automatic air-conditioning, seat heating and ventilation, electric seat adjustment, keyless-go systems, control systems)

- 3 Accessories & Customising**
- ( ) 3.1 General accessories for motor vehicles (rack systems, trailer hitches, roof boxes, air refreshers, jacks, technical textiles, car safety products)
  - ( ) 3.2 Technical customising (sports exhaust systems, sports air filters, sports chassis, chip and engine tuning, sound design, seats, club sport)
  - ( ) 3.3 Visual customising (interior design, bodywork elements, car wrapping, spray films, airbrush systems)
  - ( ) 3.4 Infotainment (sound systems, navigation, multimedia, car media, interfaces)
  - ( ) 3.5 Special vehicles, equipment, assemblies and modifications (off-road and pickup accessories, taxis, police, ambulance and council vehicles, vehicles for the disabled)
  - ( ) 3.6 Trailers for cars and small commercial vehicles, spare and accessory parts for trailers
- 4 Repair & Maintenance**
- ( ) 4.1 Workshop equipment and tools (systems and equipment, work clothing, battery management, lifting gear, test and measuring equipment, tyre installation, workshop equipment)
  - ( ) 4.2 Bodywork repairs (equipment and material)
  - ( ) 4.3 Paintwork and corrosion protection (systems, equipment, paint, corrosion protection, sport repair, auxiliaries)
  - ( ) 4.4 Towing equipment / maintenance and repair of vehicle superstructures (towing equipment, caravan and motor home superstructures, bespoke and special superstructures for lightweight and heavyweight utility vehicles)
  - ( ) 4.5 Waste disposal and recycling (systems, equipment)
  - ( ) 4.6 Workshop safety and ergonomic workshop (air purification, ventilation, heating, health-enhancing technologies, safety-enhancing technologies)
  - ( ) 4.7 Workshop and dealership equipment (shopfitting / shop systems, sales equipment, office and warehouse equipment)
  - ( ) 4.8 Oil and lubricants (systems, equipment, lubricants, auxiliaries and consumables, waste disposal and recycling)
- 5 Dealer & Workshop Management**
- ( ) 5.1 Workshop / dealership / filling station planning and construction (business consultants, certifications, environmental protection consultants)
  - ( ) 5.2 Dealer management systems (finance, claims management, dealer management systems)
  - ( ) 5.3 Workshop management (technical monitoring and certification)
  - ( ) 5.4 Basic and advanced training (mechanics, mechatronics, bodywork, paintwork, sales, training)
  - ( ) 5.5 Workshop and dealership marketing (external advertising, advertising media)
  - ( ) 5.6 Internet service providers and vehicle marts
  - ( ) 5.7 Economic regeneration, cluster initiatives
- 6 Car Wash, Care & Reconditioning**
- ( ) 6.1 Washing (car wash halls and lines, wash stations, wash equipment, accessories)
  - ( ) 6.2 Vehicle care (exterior and interior cleaning, equipment for vehicle care, cleaning and care products)
  - ( ) 6.3 Vehicle preparation (exterior and interior preparation, nano paint sealing, smart repair, upholstery and leather repair, ozone treatment)
  - ( ) 6.4 Filling station equipment (filling station equipment, tank systems for alternative fuels)
- 7 Alternative Drive Systems & Digital Solutions**
- ( ) 7.1 Electromobility and other alternative drive systems (charging infrastructure and charging cables, battery technology, power electronics, electric motors, other alternative drive systems, lightweight construction, smart city technologies)
  - ( ) 7.2 Connected cars and vehicle safety (autonomous driving, safety - ABS, ESP etc., entertainment, security management, mobility management, in-car well-being)
  - ( ) 7.3 Mobility services (car-sharing, digital fleet management, OBD systems, predictive maintenance, automated claims management)
  - ( ) 7.4 New workshop technologies (augmented & virtual reality smartglasses, repair support and training, 3D printing of spare parts)
  - ( ) 7.5 Cluster initiatives and economic support (automotive competence centre, training for electric mobility and connected cars)
- 8 REIFEN (Tyre Sector)**
- ( ) 8.1 Tyres (exclusive tyres for SUVs, sports cars and premium vehicles, wide-track tyres, industrial tyres, truck tyres, motorcycle tyres, special tyres, tyre carcasses and tubes, tyre innovations)
  - ( ) 8.2 Wheels and wheel rims (exclusive wheel rims for SUVs, sports cars and premium vehicles, wide-track tyres, industrial and customised wheel rims, chassis technology, customising, wheel nuts, tyre pressure control systems, anti-theft devices for wheels)
  - ( ) 8.3 Tyre repair (wear-and-tear repairs, elastification agents, repair materials, systems, equipment and tools, fillers, framework materials, disposal)
  - ( ) 8.4 Used tyres (retreading, recycling, vulcanisation, tyre care)
  - ( ) 8.5 Tyre management and systems (online appointment booking, IT systems, online tyre portals, inspection, tyre logistics, tyre leasing and rental)
  - ( ) 8.6 Sales equipment and storage of tyres (operating / storage / office / showroom equipment and facilities, sales aids, safety, occupational safety, certification, tyre-storage hotels)
- 9 Others**
- ( ) 9.1 Industry institutions
  - ( ) 9.2 Publishers
  - ( ) 9.3 Other (please specify): \_\_\_\_\_

**From the above product categories 1-9, please list one item (eg: 1.4) as your main products: \_\_\_\_\_.**  
*\* Booth location may be allocated according to product criteria, or other criteria set by the organiser. (details please see point 9 on P.4)*

5. Please specify your product range # (maximum 20 words; see point 10):

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6. Participation fee (Please indicate booth size required and tick all that apply)

Type	International exhibitor	Furniture & fixtures per package
<b>Standard Booth</b> (Minimum 9 sqm) Booth size: _____ sqm	( <input type="checkbox"/> ) US\$300 per sqm	<ul style="list-style-type: none"> <li>- Space rental</li> <li>- 3 side partitions (2 side partitions for corner booths) floor carpeting</li> <li>- 1 Fascia board with company name &amp; booth number, logo excluded</li> <li>- 1 information desk (1mLx0.5mWx0.75mH)</li> <li>- 2 folding chairs</li> <li>- 2 spotlights (100W, yellow light)</li> <li>- 1 fluorescent tube</li> <li>- 1 waste paper basket</li> <li>- 1 power socket (220V/5A)</li> <li>- Fair catalogue entry and exhibitor passes</li> </ul>
<b>Premium Booth</b> (Minimum 9 sqm) Booth size: _____ sqm	( <input type="checkbox"/> ) US\$350 per sqm	<ul style="list-style-type: none"> <li>- Same as standard booth plus 1 additional folding chair and 1 round table as well as an upgraded booth design  <i>(For details, please contact the organisers)</i></li> </ul>
<b>Raw Space</b> (Minimum 18 sqm) Booth size: _____ sqm	( <input type="checkbox"/> ) US\$270 per sqm	<ul style="list-style-type: none"> <li>- Space rental</li> <li>- Fair catalogue entry and exhibitor passes</li> <li>- Maximum height: 5m</li> </ul>

7. Name of legally responsible person: Please print last name, first name, job title and sign below:

We hereby understand this application form as a confirmation of the participation of Automechanika Ho Chi Minh City 2019 and accept the Specific Terms and Conditions of the show.

Name: \_\_\_\_\_ Job title: \_\_\_\_\_

Signature and company stamp: \_\_\_\_\_ Date: \_\_\_\_\_

## **Specific Terms and Conditions**

### **1. Organisers**

Messe Frankfurt New Era Business Media Ltd  
Chan Chao International Co Ltd  
Yorkers Exhibition Service Vietnam

### **2. Location**

Saigon Exhibition & Convention Center  
799 Nguyen Van Linh, Dist 7  
Ho Chi Minh City, Vietnam

### **3. Date of Event**

28 February – 2 March 2019

### **4. Registration and confirmation**

Application to exhibit is made by submitting a completed and signed application form to the organiser. The organiser will confirm successful applications in writing by fax and original mail.

### **5. Terms of payment**

Please return application form and remit appropriate amount to the organiser. All bank charges are to be borne by the applicant.

50% deposit required with application.  
50% final payment due on or before 26 November 2018.

Payment should be made to:  
The Hong Kong and Shanghai Banking Corporation Limited  
Account no: 400-678694-838 USD  
A/C Holder: Messe Frankfurt New Era Business Media Ltd  
Swift Code: HSBCHKHKKH

For companies in Taiwan, payment should be made to:  
(Space rentals are subject to VAT)  
Hua Nan Commercial Bank Ltd  
Account no: 179-97-000565-5  
A/C Holder: CHAN CHAO INTERNATIONAL CO., LTD.  
Swift Code: HNBKWTWP 179

### **6. Cancellation**

If an applicant withdraws his application, for whatever reason, before he receives either a rejection or confirmation of his application, any participation fee paid will be forfeited.

If the exhibitor notifies the organiser of his withdrawal within three months of the start date of the event, he is liable for the total participation fee.

Should the exhibitor under contract (i.e. in receipt of confirmation) inform the organiser that he will not participate in the event, providing the organiser is able to resell the stand without loss the payment to be made by the exhibitor will be reduced to a handling fee of US\$1,000 irrespective of the exhibitor's full liability for additional costs, catalogue fees etc.

### **7. Additionally represented companies (co-exhibitors)**

Applications made for additionally represented companies (co-exhibitors) will be accepted with a fixed participation fee of US\$600 per additional company and restricted to one (1) co-exhibitor per 9 sqm booth.

### **8. General terms and conditions of Participation**

The detailed General Terms & Conditions of Participation are given on the organiser website [www.messefrankfurt.com.hk](http://www.messefrankfurt.com.hk) and can be requested in printed form if required.

### **9. Booth allocation**

Exhibitor booth location will be allocated according to product criteria, or other criteria set by the organiser. No change of booth location is allowed once it has been assigned and the exhibitor informed.

Additionally represented companies (co-exhibitors) must arrange their participation through the main exhibitor.

### **10. Official Fair Catalogue**

Section with “#” will be used in the official fair catalogue. If any changes occurred later, please fill up the catalogue listing form in the exhibitor manual and submit to the Organiser by deadline.

### **11. Intellectual property rights / copyright**

The exhibitor warrants that his exhibits and packages thereof and the related publicity materials do not in any way whatsoever violate or infringe any third party's rights including trade marks, copyrights, designs, names and patents whether registered or otherwise. The organiser has the right to refuse participation of any exhibitor found guilty of infringement of intellectual property rights at any future trade fairs.

### **12. Correspondence address for enquiries**

Messe Frankfurt New Era Business Media Ltd  
35/F, China Resources Building,  
26 Harbour Road, Wanchai  
Hong Kong  
Tel: +852 2802 7728  
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For companies in Taiwan, please contact:  
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