

IASF BID SHEET 2020

Resort: _____

We desire to host an IASF World Airlines Ski Championship race week. We will comply with the IASF Rules, By-Laws, Bid Sheet Cover Letter and the Terms of References.

Dates that include the month of MARCH will receive primary consideration. Dates prior to February 15th and after March 25th will be ranked lower.

Please also state a possible date for the IASF Fallmeeting:

Our resort submits the following dates in order of preference:

1. _____

2. _____

3. _____

Bids must be received by the 1st of February 2018!

Organization:	
Name of contact:	
Title:	
Address:	
Phone:	
eMail:	
Fax:	

This Bid Sheet constitutes a legal agreement. Any changes or deviations after submission must be reviewed and approved by the Board of Directors.

By signing this Bid Sheet you acknowledge the necessary requirements and obligations to the IASF rules and that the Bid Sheet Cover Letter, Terms of References and the IASF Rulebook are read, understood and agreed to.

Date: _____

Signature: _____

Return all bids to:

Stephan Halbe
President IASF

Bjorn Vandug
Vice President IASF

eMail: stephan.halbe@ski-iasf.orgeMail: Bjorn.Vandug@ski-iasf.org

Phone: _____

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Registration

The local currency shall be the governing currency!

Currency conversion (Local currency equals):	1 USD:
Exchange-Rate Date:	1 EUR:

Registration Fee:			
	Local currency	USD (\$)	EUR (€)
A. Race Fee per attendee (includes Alpine, Nordic and Snowboard races)			
B. IASF Fee (20 USD outside Europe / 20 EUR within Europe) to be returned to the IASF Board.			
C. Final formal Banquet			
D. Social Fee (includes all parties and events)			
E. Miscellaneous			
TOTAL			

Please give details about Final Banquet:

Please give details about Social Fee:

Please give details about Miscellaneous:

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Lift Tickets	
<u>Alpine and Snowboard</u>	
Lift ticket prices per person:	1 Day:
	3 Days:
	4 Days:
Other Details?	
Do these prices reflect a discount?	
Please specify:	
Ticket Specials (i.e. Combi-tickets, All-Mountain-/ All-Valley-Passes, Consecutive Days use, Single Days use, etc.)?	
<u>Nordic</u>	
Will Nordic Skiers require a trail pass?	
Will Nordic Skiers require a lift ticket?	

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Lodging Part 1/2 Hotel

Cost per person for the whole race week(double occupancy), Sunday – Friday (5 nights)?:

Cost per person for one day (1 night)? Please specify:

	Local currency	USD (\$)	EUR (€)
Most expensive	5 days/ 1day	5 days/ 1 day	5 days/ 1 day
Moderate	5 days/ 1 day	5 days/ 1 day	5 days/ 1 day
Least expensive	5 days/ 1 day	5 days/ 1 day	5 days/ 1 day

Do these prices reflect a discount?

Please bear in mind that costs stated in this bid sheet shall never exceed the prices granted or being offered by hotels or any other accommodation when inquire/booking directly. If prices decrease during the period of time after the submission of this bid, they must be readapted and offered accordingly.

Please specify:

Please state number of beds that you will block off for this event:

Most expensive:

Moderate:

Least expensive:

Total

Please specify the accommodation and location:

Is breakfast included? Please specify:

Is dinner included? Please specify:

Are Self-Catering Apartments/Cabins or similar available? If so, please specify and continue on next page!

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Lodging Part 2/2
Self Catering Appartments/ Cabins

If applicable, please specify size and kind of self-catering appartments/ cabins:

Size/Kind	Local currency	USD (\$)	EUR (€)
	5 days/ 1 day	5 days/ 1 day	5days/ 1 day
	5 days/ 1 day	5 days/ 1 day	5days/ 1 day
	5 days/ 1 day	5 days/ 1 day	5 days/ 1 day

Are prices per person or per unit?

Do these prices reflect a discount? Please specify:

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Transportation

Arrival and Departure

What is the nearest *Major International Airport*?

Please provide a short description of how to get to your resort the easiest/best way. Please consider travelers with excess luggage

Will there be a special Bus or Shuttle service for the event from/to nearest Major Int. Airport?

What cost do you anticipate for transportation from/to this airport?

Are prices for Single-Ride or Roundtrip? Please specify:

Is there an Airline that will act as a sponsor and offers reduced Air-Fare?

At Resort

Is transportation required for skiing? Please specify:

Is transportation required for parties? Please specify:

Any other considerations concerning transportation?

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Social Events
What is your maximum capacity for a sit-down banquet? Please specify:
Is it a buffet or a table service? Table service preferred!
Please consider vegetarian options.
Where is it located?
Please consider enough sanitary facilities.
Are you able to provide sponsors for any social events during the week? Please specify:
Will IASF be allowed to bring their own sponsors?
Will IASF be allowed to bring in alcohol sponsors?
Additional information or explanations here:

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Races

See Race Rules for Alpine, Snowboard and Nordic requirements!
For ALL races: warm beverages, i.e. tea, shall be provided for the Racers.

<u>Alpine</u>
What timing system do you use for Alpine races?
What is your backup method for timing Alpine races?
Will men's and women's races be held on the same hill?
Please state any major races you have hosted in the past three years:
Name of Race Secretary:
<u>Snowboard</u>
Have you conducted any Snowboard Parallel Elimination races before?
Do have equivalent equipment for snowboard races?
Do you have simultaneous-opening start gates?
Can Snowmobiles be used to return racers to the start?
Please state any major races you have hosted in the past three years:
Name of Race Secretary:
<u>Nordic</u>
What length of Nordic-Loops do you have available normally?
Is the average elevation of the Nordic site in excess of 1800m (MSL)?
What Nordic timing system do you use?
What is the backup method for Nordic timing?
Do you have chip-timing?
Are there needed and required Warm-up/Cool-down and Waxing facilities at the Nordic race site?
Please state any major races you have hosted in the past three years:
Name of Race Secretary:
Additional information here:

This form submitted by:	
Acting as a representative for:	
Date:	Signature:
Reviewed and approved by IASF representative:	
Date:	Signature:
Position:	

2020 Bid Sheet**Resort:**

Frequently asked Questions

Race Fee	ALL attendees pay the race fee. Historically, only half of the attendees race. In order to have a fair share, it is good practice, to anticipate 500 persons per race event and divide the total costs by 500 to receive the individual amount per person. Please calculate accordingly.
IASF Fee	Fee per attendee equaling 20 USD (\$) outside Europe and 20EUR (€) within Europe. This fee is to be passed on to the IASF Board.
Banquet Social Fee	Charge per person for the Final Awards Banquet. Charge per person for ALL social events (i.e. setup, music, food/snacks at the parties, etc.)
Registration Fee	This fee states the summary of all fees. It also covers the costs generated by/through the booking and planning process (administrative costs). The registration fee must be the same for every participant, regardless if bookings and reservations or any other business transactions are done individually by a team.

General Note: Please bear in mind that all costs stated in this bid sheet shall never exceed the prices granted or being offered by hotels or any other provider when inquire/book directly. If prices decrease during the period of time after the submission of this bid, they must be readapted and offered accordingly.

Please read the **Bid Sheet**, the **Cover Letter**, the **Terms of Reference** and the **IASF Rulebook** carefully.

They outline the requirements for hosting the WASC.

By signing and submitting the Bid Forms, your resort is obligated to meet these requirements.

Please contact us with any question.

Respectfully,

Stephan Halbe

President
International Airlines Ski Federation

Bjorn Vandug

Vice President
International Airlines Ski Federation

Mail: president@ski-iasf.org

Or: stephan.halbe@ski-iasf.org

Mail: Bjorn.Vandug@ski-iasf.org

Or: vice-president@ski-iasf.org



Merchandising Agreement

This Merchandising Agreement (this "Agreement") is made effective as of ____/____/____ between International Airline Skiing Federation, _____, _____, _____ and _____ Ski Resort, of _____, AKA, _____ (Shall herein be referred to as the Licensee) or _____.

In the Agreement, the party who is granting the right to use the licensed property will be referred to as "IASF", and the party who is receiving the right to use the licensed property will be referred to as _____ "or Licensee".

The parties agree as follows:

GRANT OF LICENSE. IASF owns IASF Logo for reprint on marketing and promotional material and merchandise ("Licensed Property"). In accordance with this Agreement, IASF grants above named licensee an exclusive a non-exclusive license to utilize the Property solely and only in connection with the manufacture, advertising, distribution and sale of the following merchandise ("Products"):

- any and all products, promotional items and marketing material containing the IASF Logo. Any and all reference mention or inference of the World Airline Ski Championship Direct indirect or by any means.

IASF retains title and ownership of the "Licensed Property." Licensee agrees that it will not utilize the Property in any manner not specifically authorized by this Agreement.

TERRITORY. This grant of license only applies to the following described geographical area: _____. "Licensee" agrees that it will not make, or authorize, any use, direct or indirect, of the Licensed Property in any other area. "Licensee" will not directly or indirectly engage in any business that competes with the business in which the Licensed property is used. Licensed Territory is referring to the geographical area where the license is given to use the property in manufacturing and marketing the Licensed products described above.

PAYMENT. Payment shall be made to IASF in the amount of \$500.00 upon executing this Contract.

In addition, "Licensee will pay to IASF a royalty percentage which shall be calculated as follows: \$500 US dollars in cash or the equivalent in merchandise presentation space. The royalty percentage shall be paid at the time of the signing of this Agreement.



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MODIFICATIONS. Unless the prior written approval of IASF is obtained, "Licensee may not modify or change the IASF Logo for reprint on marketing and promotional material and merchandise in any manner.

COPYRIGHT AND TRADEMARK NOTICES.

(a) Copyright and Trademark Notices:

Licensee shall cause to be imprinted irremovable and legibly on all Licensed Products and on at least the principal face of all packaging, enclosure materials and advertising materials for the Licensed Products the complete copyright notice: a copyright symbol, i.e., a circled "C," (name of copyright owner date of copyright). (The year of the copyright notice shall be the year in which the latest revision of the respective Licensed Products, packaging, enclosure or advertising is first placed on sale, sold or publicly distributed by the Licensee under the authority from IASF). "Licensee" shall also cause to be imprinted irremovable and legibly on all Licensed Products and on at least the principal face of all packaging, enclosure materials and advertising materials for the Licensed Products the appropriate trademark notice, either "TM" or "R" as IASF shall determine, and shall affix the notice as specified by IASF.

(b) Copyright Samples, Approval and Registration:

Prior to the production of any particular Licensed Product or of any packaging, enclosure, promotion and advertising therefore, Licensee shall deliver, at Licensee's expense to IASF the following:

- a complete set of art work or sketches and actual samples, if available of the applicable Licensed Product;

- its packaging, enclosures, promotional materials and advertising; for IASF's written approval of the copyright and trademark form and of the manner and style of use of the Property. Once IASF approves the trademark or copyright notice, "Licensee" will not deviate from the IASF-approved notice. Public sale and distribution will not be made until IASF's approval pursuant to this Sub clause is received. Copyrights and trademarks in all such material shall be owned by IASF.

LICENSOR'S APPROVAL OF LICENSED PRODUCTS, ADVERTISING, CONTAINERS, MATERIALS. The quality and style of the Licensed Products as well as any carton, container, packing or wrapping material shall be subject to the express written approval of IASF prior to distribution and sale thereof. Each and every tag, label, imprint or other device used in connection with any Licensed Products and all advertising, promotional or display material bearing the Property shall be submitted by "Licensee" to IASF for express written approval prior to use by "Licensee". Such approval may be granted or withheld as IASF in its sole discretion may determine. Said samples shall be sent to IASF by means permitting certification of receipt at the mailing address stated in the notice clause herein. Failure by IASF to approve in writing any of the samples furnished to IASF within two weeks from the date of

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submission thereof shall be deemed approval thereof. After samples have been approved pursuant to this clause, "Licensee" shall not depart there from in any respect without the express prior written approval of IASF. The prototypes shall conform to the requirements of Copyright and Trademark Notice Section of this Agreement.

PROTECTION OF RIGHTS AND INTERESTS. IASF and "Licensee" agree that utilization of the Property upon or in connection with the manufacture, distribution and sale of the Licensed Products is conditioned upon IASF's protection of its rights and obtaining the goodwill resulting from such use." Licensee" agrees to protect IASF's rights and goodwill as set forth herein below and elsewhere in this Agreement.

GOODWILL AND PROTECTION. "licensee" recognizes the great value of the publicity and goodwill associated with the Property and, in such connection, acknowledges that such goodwill exclusively belongs to IASF and that the Property has acquired a secondary meaning in the mind of the purchasing public. "Licensee" further acknowledges that all rights in any additional material, new versions, or other changes in the Property which may be created by or for "Licensee", shall be and will remain the exclusive property of IASF and the same shall be and will remain a part of the Property under the terms and conditions of this Agreement.

"Licensee" shall assist IASF and or IASF's authorized agents to all reasonable extent requested by IASF in obtaining and maintaining in IASF's name any and all available protection of IASF's rights in and to the Property; specifically, "Licensee" agrees to sign documents, give testimony, provide exhibits, provide facts and otherwise cooperate with IASF and its agents in obtaining registrations, assignments, certificates and the like evidencing IASF's rights in the Property.

IASF may, if it so desires, and in its reasonable discretion, commence or prosecute any claims or suits against infringement of its right in the Property and may, if it so desires, join "Licensee" as a party in such suit. "Licensee" shall notify IASF in writing of any activities which "Licensee" believes to be infringements or utilization by others of the Property or articles of the same general class as the Licensed Products, or otherwise. IASF shall have the sole right to determine whether or not any action shall be undertaken as a result of such activity and shall have sole discretion in the accommodation or settlement of any controversies relating thereto.

INDEMNIFICATION. For purposes of this Agreement Indemnified Parties" refer to IASF, its subsidiaries and affiliates, and co-ventures of IASF and other personnel in or associated with the Property and "Licensee" of rights relating to the Property, and the person or firm whose rights are being licensed hereunder and, where applicable, sponsors of the Property and their respective advertising agencies, and officers, directors, employees and agents of each of the foregoing and all persons connected with and or employed by them and each of them.

Except for the rights licensed hereunder by IASF to "Licensee, Licensee hereby indemnifies and shall hold harmless the Indemnified Parties and each of them from and against the costs and expenses of any and all claims, demands, causes of action and judgments arising out of the unauthorized use of any patent, process, method or device or out of infringement of any copyright, trade name, patent or libel or invasion of the right of privacy, publicity, or other property right, or failure to perform, or any defect in or use of the Licensed Products, the

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infringement or breach of any other personal or property right of any person, firm or corporation by "licensee" its officers, employees, agents or anyone, directly or indirectly, acting by, thru, on behalf of, pursuant to contractual or any other relationship with "Licensee" in connection with the preparation, manufacture, distribution, advertising, promotion and or sale of the Licensed Products and or any material relating thereto and or naming or referring to any performers, personnel, marks and or elements.

With respect to the foregoing indemnity, "Licensee" shall defend and hold harmless Indemnified Parties and each of them at no cost or expense to them whatsoever, including but not limited to attorney's fees and court costs. IASF shall have the right but not the obligation to defend any such action or proceeding with attorneys of its own selection.

DEFAULTS. If "Licensee" fails to abide by the obligations of this Agreement, including the obligation to make a royalty payment when due, IASF shall have the option to cancel this Agreement by providing 30 days written notice to "Licensee". "Licensee" shall have the option of preventing the termination of this Agreement by taking corrective action that cures the default, if such corrective action is taken prior to the end of the time period stated in the previous sentence, and if there are no other defaults during such time period.

The occurrence of any of the following shall constitute a material default under this Contract:

- a. The failure to make a required payment when due.
- b. The insolvency or bankruptcy of either party.
- c. The subjection of any of either party's property to any levy, seizure, general assignment for the benefit of creditors, application or sale for or by any creditor or government agency.
- d. The failure to make available or deliver the Services in the time and manner provided for in this Contract.

FORCE MAJEURE. If performance of this Contract or any obligation under this Contract is prevented, restricted, or interfered with by causes beyond either party's reasonable control ("Force Majeure"), and if the party unable to carry out its obligations gives the other party prompt written notice of such event, then the obligations of the party invoking this provision shall be suspended to the extent necessary by such event. The term Force Majeure shall include, without limitation, acts of God, fire, explosion, vandalism, storm or other similar occurrence, orders or acts of military or civil authority, or by national emergencies, insurrections, riots, or wars, or strikes, lock-outs, work stoppages, or other labor disputes, or supplier failures. The excused party shall use reasonable efforts under the circumstances to avoid or remove such causes of non-performance and shall proceed to perform with reasonable dispatch whenever such causes are removed or ceased. An act or omission shall be deemed within the reasonable control of a party if committed, omitted, or caused by such party, or its employees, officers, agents, or affiliates.



International Airlines Ski Federation

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WARRANTIES. IASF warrants, represents and agrees that it has ownership rights and authority in and has the right to grant licenses and rights to utilize the Property granted to "Licensee" in this Agreement.

Licensee warrants, represents and agrees as follows:

- a. It will not dispute the title of IASF in and to the Property or any copyright or trademark pertaining thereto, nor will it attack the validity of the License granted hereunder.
- b. It will not harm, misuse or bring into dispute the Property or any part thereof;
- c. It will manufacture, sell and distribute the Licensed Products in an ethical manner and in accordance with the terms and intent of this Agreement;
- d. It will not incur any costs chargeable to IASF;
- e. It will not enter into any sub license or agency agreement for the sale or distribution of the Licensed Products;
- f. It will not enter into any agreement relating to the Property for commercial tie-ups or promotions, or otherwise with any person or entity engaged, in whole or in part, in the production of motion pictures or television without the prior written consent of IASF. "Licensee" advertising on television is not subject to the provisions of this sub clause;
- g. It will manufacture, sell and distribute Licensed Products of a high standard and of such quality, style and appearance as shall be reasonably adequate and suited to their exploitation to the best advantage and to the protection and enhancement of the Property and the good will pertaining thereto; that such articles will be manufactured, packaged, sold and distributed and advertised in accordance with all applicable (whether national, federal, state, provincial or local) laws: and that the policy of sale, distribution and or exploitation by "Licensee" shall be of high standard and at the best advantage of the Property and that the same shall in no manner reflect adversely upon the good name of IASF, or the Property;
- h. It will diligently and continuously solicit sales of the Licensed Products and actively offer the Licensed Products for sale, and make distribution in order to meet orders for the articles covered by this Agreement;
- i. It will sell and distribute the articles covered by this Agreement outright at a competitive price and not for more than the price generally and customarily charged the trade by "Licensee", and only to the public by direct mail order sales, to jobbers, wholesalers and distributors for. If any sale is made at a special price to any of "Licensee's" parents, affiliates or subsidiaries or to any other person, firm or corporation related in any manner to "Licensee's" or its officers, directors or major stockholders, a Percentage Compensation shall be paid on such sale based upon the price generally charged the trade by "Licensee. Notwithstanding anything to the contrary contained herein, Licensed Products may only be sold through required distribution channels for ultimate use by the consumer and may not be sold in quantity or otherwise for any distribution method or device not contemplated by this Agreement.
- j. It will coordinate the release, promotion, and distribution and sales activities for the Licensed Products with the release of the Property in such manner as IASF shall request.

In no event will IASF be liable for direct, indirect, special, incidental, or consequential damages, that are in any way related to the "Licensed Property"



International Airlines Ski Federation

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Merchandising Agreement

TRANSFER OF RIGHTS. This Agreement shall be binding on any successors of the parties. Neither party shall have the right to assign its interests in this Agreement to any other party, unless the prior written consent of the other party is obtained.

TERMINATION. This Agreement may be terminated by either party by providing 30 days written notice to the other party. This Agreement is otherwise perpetual and shall not terminate.

Upon expiration of the term of this Agreement, Licensee shall have the right, pursuant to the provisions hereof, to dispose of all Licensed Products, theretofore manufactured at the time of the expiration of the License granted hereunder, for a period of 90 days after the date of such expiration subject to the condition that Licensee pays to IASF all compensation accrued to such time and delivers to IASF a report to such time. Notwithstanding anything to the contrary contained herein, Licensee shall not sell or dispose of any Licensed Products if this Agreement was terminated for any material default or breach of this Agreement.

“Licensee” acknowledges that IASF has no adequate remedy at law for any such failure referred to or referenced to in this Clause and in the event of any such failure, IASF shall be entitled to equitable relief by way of temporary and permanent injunctions, in addition to such other further relief as any court of competent jurisdiction may deem just and proper.

CONFIDENTIALITY. The “Licensee” and its employees, agents, or representatives will not at any time or in any manner, either directly or indirectly, use for the personal benefit of “Licensee”, or divulge, disclose, or communicate in any manner, any information that is proprietary to IASF and its employees, agents, and representatives will protect such information and treat it as strictly confidential. This provision will continue to be effective after the termination of this Agreement.

Upon termination of this Agreement, the “Licensee” will return to IASF all records, notes, documentation and other items that were used, created, or controlled by “Licensee” during the term of this Agreement.

ENTIRE AGREEMENT. This Agreement contains the entire agreement of the parties and there are no other promises or conditions in any other agreement whether oral or written. This Agreement supercedes any prior written or oral agreements between the parties.

AMENDMENT. This Agreement may be modified or amended, if the amendment is made in writing and is signed by both parties.

SEVERABILITY. If any provision of this Agreement shall be held to be invalid or unenforceable for any reason, the remaining provisions shall continue to be valid and enforceable. If a court finds that any provision of this Agreement is invalid or unenforceable, but that by limiting such provision it would become valid or enforceable, then such provision shall be deemed to be written, construed, and enforced as so limited.

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WAIVER OF CONTRACTUAL RIGHT. The failure of either party to enforce any provision of this Agreement shall not be construed as a waiver or limitation of that party's right to subsequently enforce and compel strict compliance with every provision of this Agreement.

HEADINGS: The headings used in connection with the clauses and sub clauses of this Agreement are inserted only for the purpose of reference. Such headings shall not be deemed to govern, limit, modify, or in any other manner affect the scope, meaning, or intent of the provisions of this Agreement or any part thereof, nor shall such headings otherwise be given any legal effect.

NOTICE. Any notice or communication required or permitted under this Agreement shall be sufficiently given if delivered in person or by certified mail, return receipt requested, to the addresses listed above or to such other address as one party may have furnished to the other in writing. The notice shall be deemed received when delivered or signed for, or on the third day after mailing if not signed for.

APPLICABLE LAW. This Agreement shall be governed by Local Law and jurisdiction _____.

SIGNATURES. This Agreement shall be signed by _____

Stephan Halbe - President IASF



Bjorn Vandug- Vice President

Licensors:

on behalf of International Airline Skiing Federation

Licensee:

on behalf; of