

# About A4Airport

## Our vision for model airport

We wanted to create a product that meets the many needs of model aircraft collecting. Firstly, we wanted to create model airport sets that allow you to create a mock-up of airport on a small space and can be stored away after playing. That is why we decided that our diorama must be in the form of boards that can be connected together to form a large airport layout. Thanks to the A4 format, our mock-ups can be packed in small boxes and storage is not a problem. We also personally like to create mock-ups of unreal airports to suit the models we have. Therefore, we design diorama sets whose style is universal and anyone in the world can create a model airport set in their city or wherever they want to.

## Our new modular products

Our new products from the new 2022/2023 collection offer you the possibility of creating an airport layout tailored to your needs and available space. Various airport sets are available, from regional terminals to large international airport terminals and other important facilities such as a cargo terminal or a service hangar. The products can be combined in various interesting layouts and you can also add runways and taxiways. This collection also allows you to create a mock-up of the airport over time. The collector can expand his mock-up with a new set every month or replace one with another.

## Our products vs other solutions

Our models are designed by collectors for other collectors. In comparison with other products on the market our models are characterized by:

- Each kit is designed for playing as well as for displaying models
- High level of detail and realism, designed according to norms and standards
- Possibility of arranging the layout on any flat surface, without the need to glue the layout permanently
- Included with the set you get a package of accessories such as modular Jet Bridges, airport lights and various GSE vehicles such as airport bus or pushback trucks.
- Possibility to create different types of layouts and expand it with new sets
- Easy and quick assembly of the layout and storage in a small box

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[www.a4airport.com/b2b](http://www.a4airport.com/b2b)



### Detailed Model Airports in A4 format

A4Airport.com by Gentleman Group

Gentleman Group Sp. z o.o. Twarda 18, Warszawa 00-105

NIP: 525 27 94 597 KRS: 0000794107 REGON: 383852261



# About B2B Offer

## Our vision for the business

In a world focused on quantity rather than quality, it is hard to appreciate a valuable product. We are constantly investing in the development of our product in order to offer consumers a good solution at an affordable price. We believe that a product designed by collectors for other collectors and produced responsibly will win out over a mass-produced product. We hope that our efforts with regard to the quality of the product itself and the production process will be appreciated by you and your customers.

We also believe that cooperation between us - the manufacturer and you - the seller - will be profitable for both parties. We want our products to increase sales of your other products.

## B2B cooperation variants

We offer different types of cooperation options adapted to the size of your business. Our offer is attractive for small as well as large model shops. We offer solutions that benefit you such as:

- Pre-order time - Find out which products will be more in demand. We will send you all the necessary photos and product descriptions so that you can test the potential of our products in your shop.
- Start with a small order - You don't have to order multiple products the first time. Order a few, test them with your customers and see how they affect your business results
- Special offers for regular customers - Get additional benefits and better prices for regular B2B customers.
- Exclusive sets - We will prepare for you a set that is only available in your shop, for example a mock-up of a local airport or any other.

Depending on which sets you plan to add to your range, we offer 2 formats for order filling.

**Mix and order** - Choose sets from our entire range in any quantity. Depending on the number of A4 boards you choose, you may gain a different discount (The number of sets alone does not matter). A minimum quantity of selected boards applies: 50.

**Choose and benefit** - Select specific sets and profit if you order them in larger quantities. Discount depends on the number of sets selected (Does not depend on the number of A4 boards). There is no minimum order limit. This allows you to make small deliveries of products.

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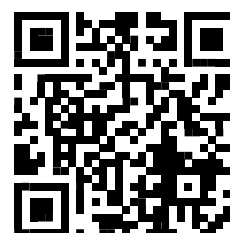


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# About placing B2B order

## 1. Select products and price variant

Once you have contacted us, we will send you a special file for order selection. It will help you calculate the final price of your order and show you how much revenue you can generate. Depending on the destination and size of the order, additional shipping costs may be added.

## 2. Order placement

Once you have chosen your products, we will prepare a full list of the selected products for you and ask you to pay half of the order value. If you wish, the value of your order can be converted into a currency other than the euro. Payment can be made by bank transfer or PayPal (additional charges may apply). Once your order has been paid, we will begin the order preparation process.

## 3. Order preparation

The preparation process depends on the number of kits selected and the type. For small orders the preparation process should take up to a week, for larger orders up to 2 weeks. The final delivery date will be set individually.

During the preparation process, we will send you all the photos of our products and their descriptions so that you can add them to your website with confidence.

## 4. Order ready for shipment

When the order is ready to be dispatched we will ask you to pay for the second part of the order. Once paid, the order will be sent by courier. Every order is always insured in case of problems during transport.

Product catalogues are added to each order. For larger orders, we can include folded demonstration versions to be displayed in your stationary shop.

## 5. After-order service

Every order is covered by a quality guarantee. If a set contains minor defects that may be due to an error on our part that we did not notice during the production process, it will be exchanged for a new one. Details on how to handle complaints will be included in the documents that will be sent with your order.

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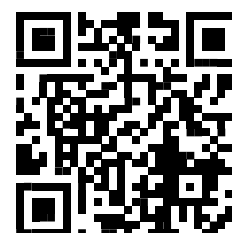


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# About B2B prices

## Mix and order price list

The size of the order depends on the number of boards, the number of which is determined by the number and size of the selected sets. The higher the number of boards in an order, the bigger the discount on the entire order. The general price list for this variant can be found below.

Price list 1 - Mix and order								
Pricing variant	Economy		Economy Premium		Business		First	
Option*	Basic	Flex	Basic	Flex	Basic	Flex	Basic	Flex
MOQ Minimum number of A4 boards per order	50	50	100	80	200	160	400	320
Business discount**	30%		35%		45%		52%	
Suggested price per board***	€ 11,50							
Business price per board***	€ 8		€ 7,50		€ 6,50		€ 5,60	

\* From 2 orders of the same price variant the Flex option is available

\*\* Discount calculated on the suggested product price.

\*\*\* Average price per board in the set. This is not a price per set but per board. If the set consists of 2 boards, the unit price of the set is the value of the board price multiplied by the number of boards in the set.

## Mix and order price list

The size of the discount depends on the quantity of the selected set. If you choose more of the same set you will get a bigger discount. There is no order size limit. It is possible to mix similar sets to get a bigger discount. The general price list for this variant can be found below.

Price list 2 - Choose and benefit				
Number of pieces	1 - 2	3 - 5	6 - 10	11+
Business discount*	25%	32,5%	40%	50%

\* Discount off the suggested product price (SRP)

Detailed price lists will be sent in the mail after contacting us

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