

# HOSTELCO

THE HOTEL & RESTAURANT TRADE SHOW

20-23 APRIL 2020  
GRAN VIA VENUE

[www.hostelco.com](http://www.hostelco.com)



Participation  
conditions and  
rates

# FOCUS ON HOSPITALITY BUSINESS

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## PARTICIPATION TERMS AND CONDITIONS

The REGISTRATION FEE is €970 and has to be paid by all participants regardless of the size of the space hired or the stand pack model chosen for their participation.

**The REGISTRATION FEE includes:** opening the dossier, access to the EXHIBITORS' AREA, publication in the EXHIBITOR AND PRODUCT CATALOGUE, access to the HOSTELCO MATCHMAKING platform, a tool created to ask for meetings with international buyers (Hosted Buyers) and domestic buyers (VIP Buyers) invited by the organisers, free Wi-Fi access, **5 exhibitor passes, 20 1-day electronic invitations** and basic cleaning of the stand (sweeping the floor, emptying bins and cleaning horizontal surfaces of standard furniture).

When you send the Participation Application Form, the person designated in your organisation as the CONTACT PERSON for the fair will receive a Welcome to HOSTELCO email along with a link to the EXHIBITORS' AREA platform, a private area where they will find full information along with what they need to do to manage their participation.

They will also receive a copy of the first invoice for the REGISTRATION FEE: €970 (10% VAT not included). Companies whose tax address is outside Spain are exempt from paying VAT.

Sending a location proposal is subject to payment of the REGISTRATION FEE.

The REGISTRATION FEE will not be refunded under any circumstances.

### REBOOKING campaign

Companies who exhibited at the 2018 show can take advantage of the **rebooking conditions until 31 May 2019**. For more information regarding the rebooking rate, please contact your sales manager.

## CO-EXHIBITOR COMPANIES

Co-exhibitor companies have to register using the CO-EXHIBITOR COMPANY PARTICIPATION APPLICATION form. In the case of group participations, data will be gathered from co-exhibitor companies using a specific Excel spreadsheet. Both documents will be available in the EXHIBITORS' AREA.

The REGISTRATION FEE FOR CO-EXHIBITOR COMPANIES is **€120 per company** (10% VAT not included; companies whose tax address is outside Spain are exempt from paying VAT). The registration fee includes: opening the dossier, publication in the EXHIBITOR AND PRODUCT CATALOGUE, access to the HOSTELCO MATCHMAKING platform, a tool created to ask for meetings with international buyers (Hosted Buyers) and domestic buyers (VIP Buyers) invited by the organisers, free Wi-Fi access, **2 exhibitor passes and 10 1-day electronic invitations**.

## IMPORTANT INFORMATION REGARDING HIRING ELECTRICITY, WATER AND WASTE WATER SERVICES

- If you need more electrical power than the quantity included in your pack or 24-hour supply, remember that you will need to request an increase in the power of the electrical panel or, if necessary, 24 h electricity, online via the Services Folder (e-Commerce).
- If you think you may need a mains water connection and drain, please ask for them in advance and hire a platform to hide the pipes and minimise any inconvenience they may cause by taking up space in your exhibition area.

## PARTICIPATION OPTIONS

### FLOOR SPACE ONLY rates

<b>Registration fee</b>	<b>€970</b>
<b>1 side</b>	<b>€198/ m<sup>2</sup></b>
<b>2 sides</b>	<b>€215/ m<sup>2</sup></b>
<b>3 sides</b>	<b>€225/ m<sup>2</sup></b>
<b>4 sides</b>	<b>€240/ m<sup>2</sup></b>
<b>Exterior</b>	<b>€170/ m<sup>2</sup></b>
<b>Additional charge for second storey</b>	<b>€95/ m<sup>2</sup></b>

\* 10% VAT not included.  
Companies whose tax address is outside Spain are exempt from paying VAT.  
The exhibitors join the material damage and liability insurance policy for their participation in the show.

### Participation terms and conditions for the Floor Space Only option

The m<sup>2</sup> area and the number of sides applied for are never guaranteed. Subject to availability.

Therefore the participation rate to be invoiced will always be the one for the number of sides confirmed times the area in m<sup>2</sup> allocated.

Once confirmation of the electronic signature of the Contract has been received, rental of the contracted exhibition area will be invoiced based on the show's payment and due dates policy.

It is the responsibility of the exhibiting company to give the organisers the details of its assembly company so the organisers can register them in the system. You will find the relevant registration form in the EXHIBITORS' AREA.

In addition to exhibitor passes and invitations included in the REGISTRATION FEE, exhibitor companies that book the Floor Space only option will enjoy:

- 1 additional exhibitor pass per 5 m<sup>2</sup> up to 100 m<sup>2</sup>. From 100 m<sup>2</sup>, 1 pass per additional 10 m<sup>2</sup>.
- 1 1-day electronic invitation per 5 m<sup>2</sup>.

### STAND PACKS rates (turnkey)

<b>Registration fee</b>	<b>€ 970</b>
<b>STAND PACK STANDARD</b> (from 9 m <sup>2</sup> to 20 m <sup>2</sup> )	<b>€2,630 9 m<sup>2</sup> pack</b> <b>+ €265 / additional m<sup>2</sup></b>
<b>STAND PACK BASIC CARPENTRY</b> (from 12 m <sup>2</sup> to 30 m <sup>2</sup> )	<b>€3,630 12 m<sup>2</sup> pack</b> <b>+ €282 / additional m<sup>2</sup></b>
<b>STAND PACK BUSINESS</b> (from 32 m <sup>2</sup> to 42 m <sup>2</sup> )	<b>€10,757 32 m<sup>2</sup> pack</b> <b>+ €315 / additional m<sup>2</sup></b>
<b>STAND PACK PLUS CARPENTRY</b> (from 30 m <sup>2</sup> to 60 m <sup>2</sup> )	<b>€10,800 30 m<sup>2</sup> pack</b> <b>+ €330 / additional m<sup>2</sup></b>

\* 10% VAT not included.  
Companies whose tax address is outside Spain are exempt from paying VAT.  
The exhibitors join the material damage and liability insurance policy for their participation in the show.  
**The Stand Pack Standard and the Stand Pack Business will not be available in pavilion 8.1.**

### Participation terms and conditions for the Stand Packs option

The m<sup>2</sup> area and the number of sides applied for are never guaranteed. Subject to availability.

The rates for the packs do not vary regardless of the number of sides allocated.

If you do not provide information in due time and proper form regarding the STAND'S SIGN (not the logo), we will use the exhibiting company's commercial name by default. There will be an extra charge for any changes made to the stand sign in the seven days prior to assembly.

The design of the STAND PACKS will be determined by the type of space allocated (1, 2, 3 or island). All decoration/vinyl used in the stand's structure and not ordered through Fira Barcelona's official suppliers must be removed at the end of the show, leaving the stand as it was delivered. Otherwise the exhibitor will be billed for the cost of removing it.

The extension of the STAND PACKS with additional m<sup>2</sup> includes: exhibition area, carpet, stand structure, lighting and power usage, basic cleaning and exhibitor passes.

The commitment to hand over the STAND PACKS is 48 hours before the opening of the show (18 April 2020).

**The STAND PACK STANDARD and the STAND PACK BUSINESS will not be available in pavilion 8.1.**

## Stand PACK STANDARD

(From 9 m<sup>2</sup> to 20 m<sup>2</sup>)



### Price

**€2,630**

stand measuring 9 m<sup>2</sup>

Registration fee

**€970**

### TOTAL PARTICIPATION

**€3,600**

stand measuring 9 m<sup>2</sup>

**€265**

per additional m<sup>2</sup>

**10% VAT not included**

### Services included

- Exhibition area and stand.
- Industry rate.
- Daytime electric power.
- 20 1-day electronic invitations for professional use (included in the Registration Rights)
- 1 additional 1-day electronic invitation per 5 m<sup>2</sup> for professional use
- 5 exhibitor passes (included in the registration fee).
- 1 additional exhibitor pass per 5 m<sup>2</sup>.
- 4 Bar Tickets.
- 1 Car parking space.

### Stand details

#### Flooring

- Fire-resistant trade fair carpet in Chennel grey.

#### Structure

- Stand of 9 m<sup>2</sup> as per design, extendible to max. 20 m<sup>2</sup>.
- Structure in white melamine and aluminium.
- 1 warehouse, 1 x 1 m.

#### Graphics

- 1 white vinyl sign and standard sans-serif font in black frieze.
- 1 Fair logo in frieze.

#### Furniture

- 1 round table in white.
- 3 white chairs, Jacobsen model.
- 1 white melamine display case with 1 interior shelf, without doors or lock.
- 1 white stool.

#### Electricity

- 1 electrical panel of 1.2 kW fitted with 1 socket base.
- General lighting via LED spotlights of 30 W fitted in guides inside frieze distributed on the basis of 1 spotlight every 3 m<sup>2</sup>.

- Minimum excess of electrical power; 500 W of free use.

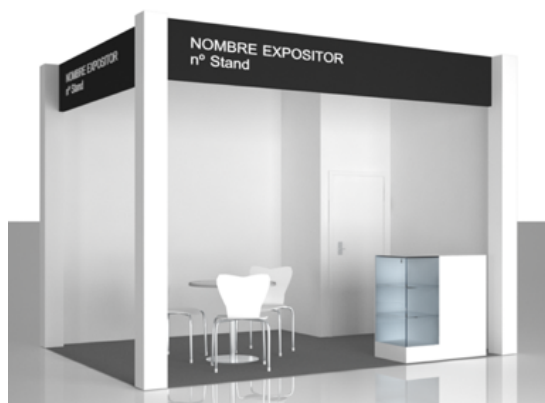
#### Extending area to more than 9 m<sup>2</sup>

The additional m<sup>2</sup> includes extending the carpet, the stand's structure, the lighting and the electrical panel, which always guarantees a minimum of 500 W in power for use by the exhibitor company.

**This Stand Pack will not be available in pavilion 8.1.**

## Stand PACK BASIC CARPENTRY

(From 12 m<sup>2</sup> to 30 m<sup>2</sup>)



### Price

**€3,630**

stand measuring 12 m<sup>2</sup>

Registration fee

**€970**

### TOTAL PARTICIPATION

**€4,600**

stand measuring 12 m<sup>2</sup>

**€282**

per additional m<sup>2</sup>

**10% VAT not included**

### Services included

- Exhibition area and stand.
- Industry rate.
- Daytime electric power.
- 20 1-day electronic invitations for professional use (included in the Registration Rights)
- 1 additional 1-day electronic invitation per 5 m<sup>2</sup> for professional use
- 5 exhibitor passes (included in the registration fee).
- 1 additional exhibitor pass per 5 m<sup>2</sup>.
- 4 Bar Tickets.
- 1 Car parking space.

### Stand details

#### Flooring

- Fire-resistant trade fair carpet in Chennel grey.

#### Structure

- Stand measuring 12 m<sup>2</sup> according to design, extendible to max. 30 m<sup>2</sup>.
- Carpentry structure painted white.
- 1 storeroom measuring 1 x 1 m.

#### Graphics

- 1 vinyl sign in black and standard sans-serif font on black frieze, on open front.

#### Furniture

- 1 white round New Line table.
- 3 white chairs, Jacobsen model.
- 1 display case in carpentry and glass in white with doors, lock and 1 interior shelf on both the hidden part and on the part with the glass pane.
- 1 white stool.

#### Electricity

- 1 electrical panel of 1.2 kW fitted with 1 socket base.
- General lighting via LED spotlights of 30 W fitted on guides on the inside wall

of the façade, distributed on the basis of 1 spotlight every 3 m<sup>2</sup>.

- Minimum excess 500 W electrical power for free use.

#### Extending area to more than 12 m<sup>2</sup>

The additional extended m<sup>2</sup> include extending the carpet, the stand's structure, the lighting and the electrical panel, which always guarantees a minimum of 500 W in power for use by the exhibitor company.

## Stand PACK BUSINESS

(From 32 m<sup>2</sup> to at most 42 m<sup>2</sup>)



### Price

**€10,757**  
stand measuring 32 m<sup>2</sup>

Registration fee  
**€970**

### TOTAL PARTICIPATION

**€11,727**  
stand measuring 32 m<sup>2</sup>

**€315**  
per additional m<sup>2</sup>

**10% VAT not included**

### Services included

- Exhibition area and stand.
- Industry rate.
- Daytime electric power.
- 20 1-day electronic invitations for professional use (including Registration Rights).
- 1 additional 1-day electronic invitation per 5 m<sup>2</sup> up to 100 m<sup>2</sup> for professional use.
- 5 exhibitor passes (included in the registration fee).
- 1 additional exhibitor pass per 5 m<sup>2</sup>.
- 10 Bar Tickets.
- 2 Car parking spaces.

### Stand details

#### Flooring

- Fire-resistant Jaspe trade fair carpet in grey.

#### Structure

- Stand measuring 32 m<sup>2</sup> according to design, extendible to max. 42 m<sup>2</sup>.
- Aluvision structure built using aluminium frame.
- 2 PVC totems in black and 1 m width on sides (including ceiling and front wall).
- 1 storeroom 2 x 1 m.

#### Graphics

- 1 white vinyl sign in standard sans-serif font on front wall of the totem.
- 1 digital printing (logo) on counter (\*).

(\*) Minimum quality of 120 dpi in real size.  
Tif format. Jpg. Adobe Illustrator, EPS, PDF or Corel for PC.

#### Furniture

- 2 round tables in white Palmera model.
- 8 white chairs, Shell model.
- 1 carpentry counter in white with 1 interior shelf, doors and lock.
- 1 white stool, San Juan model.

#### Electricity

- 1 electrical panel of 1.1 kW fitted with 1 socket base.
- General lighting via 24 W LED spotlights fitted in the wall, distributed on the basis of 1 spotlight every 4.5 m<sup>2</sup>.
- Minimum excess of electrical power; 500 W for free use.

#### Extending area to more than 32 m<sup>2</sup>

The additional m<sup>2</sup> include extending the carpet, the stand's structure, the lighting and the electrical panel, which always guarantees a minimum of 500 W in power for use by the exhibitor company.

**This Stand Pack will not be available in pavilion 8.1.**

## Stand PACK PLUS CARPENTRY (From 30 m<sup>2</sup> to at most 60 m<sup>2</sup>)



### Price

**€10,800**  
stand measuring 30 m<sup>2</sup>

Registration fee  
**€970**

**TOTAL PARTICIPATION**  
**€11,770**  
stand measuring 30 m<sup>2</sup>

**€330**  
per additional m<sup>2</sup>

**10% VAT not included**

### Services included

- Mandatory insurance.
- Exhibition area and stand.
- Industry rate.
- Daytime electrical power.
- 20 1-day electronic invitations for professional use (included in the Registration Rights)
- 1 Electronic invitation for 1 additional day for every 5 m<sup>2</sup> for professional use.
- 5 exhibitor passes (included in the registration fee).
- 1 additional exhibitor pass per 5 m<sup>2</sup>.
- 10 Bar Tickets.
- 2 Car parking spaces.

### Stand details

#### Flooring

- Fire-resistant Jaspe trade fair carpet in grey, on wood platform, 7.8 cm with access ramp.

#### Structure

- Stand of 30 m<sup>2</sup> as per design, extendible to max. 60 m<sup>2</sup>.
- Chipboard structure painted white.
- 1 sloped wall, per open façade.
- 1 storeroom, 2 x 1 m.

#### Graphics

- 1 digital printing on sloped wall, per open façade (\*).

- 1 white vinyl sign with standard sans-serif font on black frieze, per open façade.  
(\* Minimum quality 1200 dpi. Tif format. Jpg. Illustrator, EPS, PDF or Corel for PC.

#### Furniture

- 1 white round table, New Line model.
- 4 white chairs, Jacobsen model.
- 1 carpentry counter in white and L-shaped with 2 interior shelves, without doors or lock.
- 1 black stool, Nuta model.

#### Electricity

- 1 electrical panel of 2.2 kW.
- 1 double socket in storeroom.
- 1 double socket on counter.
- General lighting via LED spotlight of 20 W fitted into guides on wall, distributed on the basis of 1 spotlight every 2 m<sup>2</sup>.
- Minimum excess of electrical power of 500 W for free use.

#### Extending area to more than 30 m<sup>2</sup>

The additional m<sup>2</sup> include extending the carpet, the stand's structure, the lighting and the electrical panel, which always guarantees a minimum of 500 W in power for use by the exhibitor company.

#### Note:

As of 5 linear metres of wall, the stand's structure may vary and include additional support points on the façade or inside.



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