

# **FOOD AND BEVERAGE FOR TOURISM & Accompanying Industries Summer 2020**

**22.04.2020**

**International hotel, Golden Sands Resort, Bulgaria**

**29.04.2020**

**RIU Helios Paradise, Sunny Beach Resort, Bulgaria**

## **DOCUMENTS**

[www.hnt-bg.com](http://www.hnt-bg.com)

## GENERAL CONDITIONS FOR PARTICIPATION

### I. Application-contract and conditions for participation

Each company wishing to participate in Food and Beverage for Tourism - Summer 2020, must submit an application-contract by example. The document is submitted 1) electronically, in a scanned file, in which there are a visible wet printing and the signature of the company's representative with his/her name and position or 2) as an original document at 9000 Varna, 45 Slivnitsa Blvd., 4th floor, Patchwork Ltd.

An integral part of the application - a contract for each exhibitor who imports their equipment or structures, stands, showcases, etc., is a technical scheme (exact dimensions and description in free form), as well as a technical specification of electrical appliances with their maximum power in kW.

Only one company can participate in one stand. In cases where the organiser finds a violation of this rule, he/she has the right to immediately remove the company that does not have a contract request and its own stand.

### II. Equipment and arrangement of stands

The total width of one position is up to 3.0 meters and includes free space between two separate neighbouring stands. The depth of the stand is up to 2.0 meters.

Each stand\* consists of two parts - a table for the placement of the company's products and an accompanying table. The product table has dimensions l/w. 180-220 x 80-100 cm, covered with a table cloth. It is suitable for the placement of whole packages as well as individual or cut products. The accompanying table is located behind the main table. In the absence of sufficient tables, each participant is provided with another kind of aid.

Exhibitors can rent a specialised branded exhibit stand. See page 8.

*\*The term stand is used conditionally and denotes an undeveloped area with the above dimensions and adjoining equipment. Changes and deviations from the specified sizes or the availability of non-standard size and shape stands are possible in different rooms and locations.*

## GENERAL CONDITIONS FOR PARTICIPATION

In cases where an exhibitor places his/her equipment and/or stands, warm or re-fridgerated showcases regalia, constructions, etc. and dereclares the use of electrical power exceeding 200 W, he/she shall be obliged within 10 working days from filing the application and reserving a stand to provide the organiser with a layout of the equipment with the exact dimensions of each appliance or structure as well as a technical specification of the appliances indicating their maximum power in kW.

If the exhibitor does not meet this requirement, the organiser has the right to cancel the request and provide the stand to another company.

Upon request for change of originally ordered equipment and stand construction, it shall be agreed upon with the organiser no later than 10 working days before the date of the forum.

**The choice of stands is made in the order of requests! Applications for participation are accepted until the free stands are occupied!**

### III. Import of food products and use of kitchen equipment and utensils

Each exhibitor has the right to bring their own food into the exhibition halls and in the kitchens. Each product must be within the shelf life and with the necessary certificates. In case of deviation from the stated norms, representatives of the organiser and the host hotel have the right to refuse the import of the products.

For the use of kitchen refrigerators, the exhibitor shall submit an application form no later than 15 working days before the date of the event, indicating the exact sizes and number of packages to be stored.

For the use of kitchen equipment and utensils, the exhibitor shall submit an application form, not later than 15 working days before the date of the event. The application shall specify the type and quantity of the utensils requested, as well as a schedule for the use of the kitchen equipment. In the event that the exhibitor does not submit his/her application within the specified time limit, the organiser has the right to refuse the use of kitchen equipment and utensils or the exhibitor to use those at free intervals.

## GENERAL CONDITIONS FOR PARTICIPATION

Any representative of an exhibiting company who wishes to have access to the kitchen must have work clothes and a valid health record. If these requirements are not fulfilled, the organiser has the right to refuse access to the kitchen facilities.

### IV. Work time

Each exhibitor is required to follow the programme and the opening hours of the forum. In case of violation of the time intervals for the import of equipment and products on the day preceding the day of the event, the exhibitor shall owe a penalty of 100 BGN, excluding VAT, for each hour commenced outside the specified hours.

**Exhibitors are not allowed to leave the forum nor to take out equipment and products before 16:15 on the day of the event. In the case of an exhibitor violating this rule, he/she owes a penalty amounting to the fee paid for participation.**

### V. Timeframes

The deadline for submitting entry applications is until exhaustion of vacancies, but no later than April 20th, 2020. The application-contract request is considered accepted from the moment of receiving the document by e-mail or by courier at the office of Patchwork Ltd. Requested stands are paid up to 10 business days from the date of the invoice issuing but no later than 5 business days prior to the date of the event. After this deadline, if the payment is not made, the stands are given to another participant.

**In case of refusal to participate up to 60 days (02/22/2020) before the forum date, the APPLICANT owes a penalty of 50% on the completed application form. In case of refusal to participate up to 30 days (22.03.2020) before the date of the forum, the APPLICANT shall pay a penalty in the amount of the entire amount on the completed application form.**

### VI. Payment

Payment of participation fees is made by bank transfer. To make the payment, Patchwork Ltd. issues a tax invoice. Regardless of the date of submission of the application-contract request, the exhibitor is not allowed to participate if the payment is not completed before the start of the forum.

# FOOD AND BEVERAGE FOR TOURISM & Accompanying Industries Summer 2020

## AGENDA

### International hotel, Golden Sands Resort, Bulgaria

#### 21.04.2020

13.00 - 17.00 - preparation of participants, laying the presentational tables

#### 22.04.2020

08.00 - 11.00 - preparation of participants, laying the presentational tables

11.00 - 17.00 - free admission for the guests of the meeting

16.00 - 16.15 - Presentation of Awards

17.00 - 18.00 - Participants and guests leave the room

### RIU Helios Paradise, Sunny Beach Resort, Bulgaria

#### 28.04.2020

13.00 - 17.00 - preparation of participants, laying the presentational tables

#### 29.04.2020

08.00 - 10.00 - preparation of participants, laying the presentational tables

11.00 - 17.00 - free admission for the guests of the meeting

16.00 - 16.15 - Presentation of Awards

17.00 - 19.00 - Participants and guests leave the room

## FOOD AND BEVERAGE FOR TOURISM & Accompanying Industries Summer 2020

### Prices:

#### Price for participation with a stand:

- stand type A (green colour scheme) - 299 EUR without VAT;
- stand type B (blue colour scheme) - 294 EUR without VAT;
- stand type C (orange colour scheme) - 289 EUR without VAT;
- stand type D - 273 EUR without VAT;

#### Other Services:

- specializad exhibition stand - 26 EUR without VAT;
- branding of a specializad exhibition stand - according to the size of media;
- electrical power supply up to 200 W / plug, monophase / - 12 EUR without VAT;
- electrical power supply of equipment with a total power exceeding 200 W / plug, monophase / - 22 EUR without VAT ;
- kitchen equipment and / or dishes /platters, plates, cups, other/ - 32 EUR without VAT;

#### Advertising forms:

- page in "Product Book" - 12 EUR without VAT;
- page in the catalogue "New Products and Technologies" - 26 EUR without VAT;
- advertising banner in the entrance areas up to 100 x 200 cm - 26 EUR without VAT;
- position for a promoter in the entrance areas - 26 EUR without VAT;
- promoter provided by Patchwork Ltd. for 6 working hours - 39 EUR without VAT;
- video/slideshow - up to 3 minutes, 6 broadcasts per hour (applicable only for Sunny Beach) - 26 EUR without VAT;

#### Payment:

Fees to participate are made by bank transfer. For payment Patchwork Ltd tax invoice. For non-payment until 17.04.2020 year exhibitor is not allowed to participate.

**Bank account:** Patchwork Ltd,

**IBAN:** BG46 UNCR 7000 1521 7368 91, **BIC:** UNCRBGSF, UniCredit Bulbank - Varna

## FOOD AND BEVERAGE FOR TOURISM & Accompanying Industries Summer 2020

### I. Exhibitor product book

A "Product Book" of exhibitors is a guidebook where any supply manager, chef or other professional can search for and discover certain products offered by supplier companies. The content of the document consists of pages with nomenclature / product offers / of individual companies. There is no limit to the number of pages a company can claim. The pages of a company are printed "in a block" without being interrupted by the content of other companies. The number of columns and rows per page (product, weight, cut, etc.) are determined according to the needs of the applicant company.

The "Product Book" will be provided to each site whose representatives have visited the event. To see an example page, please click on this link:

[www.hnt-bg.com/docs/example-bp.pdf](http://www.hnt-bg.com/docs/example-bp.pdf)

**Technical requirements:** The pages are provided by the applicant company in pdf, tif or jpg format. Size - 214 x 301 mm with 2 mm border for cut to A4 format (210 x 297 mm). Color: 1 + 1 or 1 + 0 (one color - black). Deadline for receiving the files - March 20, 2020

**Edition:** The document will be printed in 500 copies if it reaches a volume of 160 pages

**Price:** 12 EUR / page

### II. New Products and Technologies Catalog

The New Products and Technologies Catalog is aimed at hoteliers and restaurateurs, and includes a presentation of new products to exhibitors and a stand at which they can be found. The catalog will be emailed before the event and will be provided personally to each site, along with the forum invitations.

The catalog gives exhibitors the opportunity to announce all the most interesting moments of their presentation during the show - presentations, demonstrations, showcases and more. Each page contains: product image, company logo, short product / technology description.

To see an example page, please click on this link:

[www.hnt-bg.com/docs/example-np.pdf](http://www.hnt-bg.com/docs/example-np.pdf)

**Technical requirements:** You need to send a product photo in pdf, tif or jpg, company logo in the same formats and product description up to 200 words. Image size of the product - 60 x 90 mm with 300 dpi resolution. Deadline for receiving the files - March 20, 2020. Each page will be sent to the exhibiting company for reconciliation.

**Edition:** The document will be printed in 1200 copies if a 16 page volume is reached

**Price:** 26 EUR / page

## FOOD AND BEVERAGE FOR TOURISM & Accompanying Industries Summer 2020

### III. Video/slideshow

A screen and a projector will be located in the presentation area of RIU Helios Paradise Hotel's entrance hall in Sunny Beach. Each guest, during registration and entry into the halls, will be able to see the screen and the information/videos that will be broadcast on it. Each exhibitor can advertise on screen with a video or a slideshow of up to 180 seconds.

The video will be broadcast 6 times per hour.

**Technical requirements:** Clips should be in .mpeg, .wav or .avi format. Duration - 180 seconds. For a longer duration, the base price is paid for each commencing minute.

Deadline for receiving the files - April 20th, 2020.

**Price:** 26 EUR without VAT



# SPECIALIZED EXHIBITION STAND



## EXHIBITION STAND\*

\*Renting an exhibition stand is optional. The rental price is 26 EUR without VAT. The price for branding is given below.

Total size of exhibition position - 300 x 200 cm

Exhibition stand dimensions:

- table - 200 x 90 cm;
- front - 200 x 80 cm;
- forehead - 200 x 30 cm.

Height of the table - 80 cm.

Height of the forehead (lower edge) - 200 cm

Depth of the sides - 85 cm

Load capacity on the table - 50 - 80 kg

The stand can be rented with or without branding. When renting a stand without branding, no forehead is mounted.



B 1

B 2

## BRANDING OF THE STAND

Branding of the front - media size - 190 x 68 cm.

Price for print and mounting - 32 EUR without VAT

Branding of the forehead(B 1 - small size media) - media size - 90 x 26 cm.

Price for print and mounting - 11 EUR without VAT

Branding of the forehead(B 1 - big size media) - media size - 195 x 26 cm.

Price for print and mounting - 16 EUR without VAT

Requirements for print files:

Colour scheme - CMYK, File format - TIF, PDF, Size - as shown above; Text - curves, Resolution - 150 dpi in actual size.

Deadline for receiving files: 10.04.2020.

The images shown are indicative. Some deviations are possible.

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FOR TOURISM - Summer 2020**

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## **ACCOMPANYING SERVICES**

For all participants in **Food and Beverage for Tourism - Summer 2020**, International Hotel, Golden Sands, and RIU Helios Paradise Hotel, Sunny Beach, kindly provide the following preferential rates for accommodation::

### **International Hotel, Golden Sands Resort**

- Superior/Deluxe room, two accommodated - approx. 68 EUR/per night, with VAT
- Superior/Deluxe room, one accommodated - approx. 56 EUR/per night, with VAT

The price includes: a night in, breakfast, indoor parking, indoor pool, gym.

Booking Coordinates: Reservations Department, tel. 0896 666 111

e-mail: [reservations@interhc.com](mailto:reservations@interhc.com)

### **RIU Helios Paradise Hotel, Sunny Beach Resort**

- Double room, two accommodated - 41 EUR/per night, with VAT
- Double room, one accommodated - 31 EUR/per night, with VAT

The offer is valid only for April 21st and 22nd and does not include breakfast or other meals. Free parking.

Booking Coordinates: Milena Kehayova, tel.: 0885 111 081

e-mail: [saleshelios@ts.bg](mailto:saleshelios@ts.bg)

In order to use the preferential rates for accommodation, it is necessary to make reservations at the specified coordinates by presenting yourself as an exhibitor or a guest at the negotiation meeting.

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