

HOSTELCO

International Restaurant, Hotel
and Community Equipment Exhibition



**More than 80,000 international
professionals find their solutions here**



Fira Barcelona

**Montjuic Venue
5-9 November 2010**

www.hostelco.com



THE INTERNATIONAL RESTAURANT, HOTEL AND COMMUNITY EQUIPMENT EXHIBITION

Hostelco is the leading exhibition in Spain and one of the main international points of reference in the sector. A unique event that, besides the hotel industry, promotes specific sectors like the Coffee Area, Expolimp, Intervending and Food Service. Almost 1,500 exhibitors, 85% of whom rate the profitability of their participation between satisfactory and very satisfactory.

Also, its excellent location in Barcelona, an important international tourist spot and entryway to the Spanish and foreign markets, makes **Hostelco** an indispensable meeting point for presenting new items, attracting customers and keeping their loyalty, and doing business.

Hostelco receives **FELAC** support and collaboration.

ALL THE SECTORS WILL BE REPRESENTED

- **EQUIPMENT AND MACHINERY FOR THE HOTEL AND RESTAURANT INDUSTRY**
- **MANAGEMENT, CONTROL, COMPUTER EQUIPMENT AND SECURITY**
- **TABLEWARE AND COOKWARE**
- **FURNITURE AND DECORATIONS**
- **FOOD SERVICE (Food and Beverages for the Hotel and Restaurants Industry and Related Industries)**
- **EXPOLIMP (Equipment and Products for Laundry Service, Dry Cleaning, Hygiene and Cleaning in General)**
- **INTERVENDING (Automated Distribution)**
- **COFFEE AREA**
- **SERVICE COMPANIES**

SUCCESS IS MEASURED IN RESULTS*:

Surface area occupied: 63,233m²
No. of exhibitors: 1,522
No. of participating countries: 18
No. of visitors: 80,412
No. visitor countries of origin: 104
Returning visitors 93%

*data from the 2008 edition





A HIGH LEVEL APPOINTMENT WITH THE MOST INTERNATIONAL VISITOR

In its last edition, **Hostelco** brought together over 80,000 professional visitors from as many as 104 different countries. A loyal, high quality audience with diverse profiles, interested in seeing new developments, contacting companies and renewing and updating their business; professionals who had a very high opinion of their visit to the event, 93% of whom declared their intention to return in the future.

VISITOR'S PROFESSIONAL ACTIVITY:

Hotel industry:	23.5%	Maintenance/Manufacturer/	Community/Catering:	4.8%
Restaurants:	18.7%	Installers:	Fast food/Autoservice:	2.8%
Bar/Cafes:	13.4%	Decorations:		
Wholesalers/Distributors:	13.4%	Laundry/Dry cleaning:		

VISITOR'S GEOGRAPHICAL PLACE OF ORIGIN:

WITHIN THE EU:	78.3%	REST OF EUROPE:	6.2%
Portugal:	21.1%	ASIA:	6.8%
France:	18.6%	CENTRAL AND SOUTH AMERICA:	4.8%
Italy:	16.6%	AFRICA:	2.6%
Andorra:	4%	NORTH AMERICA:	1%
Germany:	2.8%	OCEANIA:	0.3%
<small>Outstanding countries within the EU</small>			

A KEY ECONOMIC DRIVING FORCE

- In Spain, the Hotel trade has an annual turnover of **128,817 million Euro** (2008), accounts for over **7% of the GNP** and employs **1,097,860 workers in over 330,000 establishments**, making it a key driving force for both imports and exports.
- Spain takes the 7th place in the world ranking for imports of catering equipment, after USA and before Germany and United Kingdom.

Other data of interest:

- In turn, Spain is the 9th largest exporter of catering equipment, after China, Italy and Germany.
- 68% of exports are to 7 countries: France, Portugal, Italy, UK, Poland, Germany and Belgium.
- Spain is the 2nd country in the world in terms of income from tourism and number of visitors.

Hostelco receives support from the **ICEX**.



HOSTELCO, A MEETING POINT FOR FOUR KEY SECTORS

FOOD SERVICE

THE BEST PLATFORM FOR PROMOTING THE FOOD SERVICE SECTOR

Food Service is an area specialized in food away from home; a sector in continuous growth. The HORECA channel takes in 30% of the food and drinks market in Spain, approaching 30,000 million Euros (2007 data) and progressing with new solutions and products which create new business opportunities.

VISITOR'S TRADE ACTIVITY

- 23,5% Hotels and campgrounds
- 32% Restaurants, bars, and cafes
- 13,4% Wholesalers and distributors
- 7,6% Community groups

ÁREA CAFÉ

A KEY ELEMENT IN THE HOTEL INDUSTRY

The Coffee sector is a driving force of catering in Spain, a country in which coffee forms part of the cultura, with over 259,000 cafeterias. Moreover, Spain is Europe's 4th largest buyer, and Barcelona, with the recognition of LIFE and the exclusive NYBOT approval for the Mediterranean, the main centre for contacting national and international representatives from the sector.

SECTORS:

- From estates to green coffee beans: large estates, cooperatives, associations that export and import to and from different countries, and certifying companies
- From green coffee beans to roasted: Manufacturers of roasting facilities, degasification, smoke control, cleaning, packaging manufacturers, etc
- From roasting to the cup: Machinery, accessories, laboratories and health control, coffee shop franchises, hotel management schools, etc

ACTIVITIES:

4th National Barpersons' Championship, Choice of the best green coffee, Coffee Tastings and Coffee Sector Conferences



INTERVENDING

CONTACT THE BEST VENDING PROFESSIONALS

Take part in an encounter which brings together all the offer of manufacturers, operators and distributors of the vending sector: a market which grows at the rate of technological innovation, creating new opportunities for the thousands of catering professionals who are looking for new formulae to make their business profitable.

SECTORS

- Vending machines: selling drinks, food products and non-food products
- Food products and drinks: snacks, cooked and refrigerated dishes
- Sources of water
- Technologies: purses, safety, computers, telephone service
- Micro-vending
- Materials for operators: components, accessories, consumable goods, and products
- Equipment and services

EXPOLIMP

AN ESSENTIAL APPOINTMENT FOR THE CLEANING PROFESSIONAL

In the area which brings together all the products and equipment for dry cleaning, laundry, ironing, hygiene and cleaning in general. A key sector in the effectiveness of any hotel, restaurant or community business, providing a great opportunity for contacting thousands of potential customers.

- Equipment and accessories for laundry, dry cleaning, and ironing
- Washing and cleaning products; Detergents and auxiliary products; waterproofing; impregnators; colouring and different starches
- Equipment and accessories for cleaning in general
- Equipment and products for hygiene
- Related services

INNOVATION, MAIN ASPECT OF THE 2010 ACTIVITIES

Prize for the most innovative projects in 3 categories:

- Prize for the best technological innovation in 3 fields: communities, restaurants and hotels
- Prize for the best hotel project
- Prize for the best restaurant project

An area for innovation:

The 100 most innovative projects in the sector will be exhibited

The trends of the sector under discussion:

A programme of round tables in which to discuss the present and future of the sector

How to make our businesses more productive:

The technical conferences will be focused on the new tools to save on management and production and improve the service/product



NOW MORE THAN EVER, PARTICIPATION IS MUCH EASIER AND MORE AGILE

Save time and money by hiring your participation pack. Ask about our offers and choose the one that best meets your needs. The packs include all of the basic services for participating in the exhibition: space, structure, advertising and services are adaptable to any floor space (m).

ECONOMICAL PACK Maximum savings



20 m²: 4,000 € + VAT
additional m²: 157 € *

If you hire this space before 30th May:

3,800€+VAT
additional m²: 151€*

Includes;

- Furniture: table, 3 chairs, storage, counter, stool, paper bin, hanger, brochure holder and signage
- Electrical switchboard and consumption. Lighting supplied at a rate of 50 W/m²
- 1Mb Internet line with Visitors Data Management
- Basic cleaning
- 10 bar tickets
- 50 invitations

*Includes: space + stand + electricity and cleaning, not including extension of services



40 m²: 7,400 € + VAT
additional m²: 164 € *

If you hire this space before 30th May:

7,160€+VAT
additional m²: 158€*

Includes;

- Furniture: table, 8 chairs, storage, 2 counters, stool, paper bin, hanger and brochure holder and signage
- Electrical switchboard and consumption. Lighting supplied at a rate of 50 W/m²
- 1Mb Internet line with Visitors Data Management
- Basic cleaning
- 15 bar tickets
- 100 invitations

*Includes: space + stand + electricity and cleaning, not including extension of services

PREMIUM PACK Savings and image



20 m²: 5,500 € + VAT
additional m²: 227 € *

If you hire this space before 30th May:

5,380€+VAT
additional m²: 221€*

Includes;

- Standard carpet flooring.
- Furniture: 3 podiums, 1 counter with shelf, 4 chairs, 1 table
- Storage, signage and lighting. Includes a 2,2 kW electrical switchboard, 2 sockets and electrical consumption
- General cleaning before opening day
- 1Mb Internet line with Visitors Data Management
- 10 bar tickets
- 10 Invitations

*Includes: space + stand + electricity and cleaning, not including extension of services

** You can choose different combinations of carpet and walls



50 m²: 12,600 € + VAT
additional m²: 228 € *

If you hire this space before 30th May:

12,300€+VAT
additional m²: 222€*

Includes;

- Standard carpet flooring
- Furniture: 1 counter with shelf, 2 tables, 8 chairs
- Storage 2 x 2, bar counter, fridge, shelf, 1 stand coat, 5 stools, 3 sockets, general lighting and sign 4,4 kW switchboard and electrical consumption
- 1Mb Internet line with Visitors Data Management
- 15 buffet tickets
- 200 invitations

*Includes: space + stand + electricity and cleaning, not including extension of services

** You can choose different combinations of carpet and walls

TAKE ADVANTAGE OF OUR BEST OFFERS ON TRAVEL AND HOTELS

We offer you the best prices so that you can choose the type that best suits your preferences.

LOW PRICE GUARANTEE IN ACCOMMODATION

- Hotels next Hostelco FROM 90 € PER NIGHT (VAT included)
- Hotels in the city centre FROM 82 € PER NIGHT (VAT included)
- Apartments FROM 130 € PER NIGHT (VAT included)



Further information www.hostelco.com

Travel Exhibition Bookings: Tel. +34 93 550 03 50 travelfira@beinbeyond.com

EXHIBITORS 2008

3M ESPAÑA, S.A. | A & A BLUMED, S.L. | ABERT, S.P.A. | ABRIL IMPORT | ACI GRUP INFORMATICA | ORGANITZACIO, S.L. | ACME, S.L. | ACO PRODUCTOS POLIMEROS, S.A. | ADISA, S.A. | ADISEC, S.A. | AEFIMIL | AGMA ARREDO INOX PROFESSIONALE S.R.L. | AGRICOLA MARCILLA, S.L. | AGRUPACION EMPRESAS VENDING | ALCOR QUIMICA, S.L. | ALDO COZZI, S.A.S. DI COZZI ALDO E C. | ALEXANDERSOLIA VERTRIEBS GMBH | ALEXANDRA FLUGE | ALHENIER, S.L. | ALI SPA | ALIMENTOS BASICOS ALBA, S.A. | ALMAR GARDEN, S.L. | ALTEX | ALTO SHAAM, | GMBH | ALUMINIOS CESAR, S.A. | ALUMINIOS MANUEL G.VIEIRA & FILHOS, LDA. | AMANIDA, S.A. | AMC ARTICULOS DE MENAJE PARA COLECTIVIDADES, S.L.L. | AMEFA | AMENITIES PACK, S.A. | AMERICAN BARTENDER EUROPE GMBH | AMR INTERNACIONAL | AMT HOTELBAR | ANDREU | RAMON ASSOCIATS, S.L. | ANGELO PO GRANDI CUCINE SPA | ANGLATEX, S.A. | ANTICA TRADIZIONE, S.L. | APS-ASSHEUER + POTT GMBH | APURO - SAMSUNG | ARAINOX, S.L. | ARAVEN, S.L. | ARC DISTRIBUCION IBERICA, S.L. | ARCHI TOP, S.A. | ARCON | ARCS HERMANOS, S.A. | ARDIX HOTELS, S.L. | AREVALO CONSTRUCCIONES METALICAS, S.A. | ARGANMANIA, S.L. | ARGON, S.L. | ARIANE SYSTEMS | ARQUITECTURA TEXTIL | ART PIZARRA, S.L. | ART WELLNESS, S.L. | ARTAME - INDUSTRIA METALURGICA, S.L. | ARTESANOS CUBERTEROS, S.A. | AS TERM LTD. | ASCASO FACTORY, S.L.U. | ASCEN | ASETRA BALNEARIOS Y SPA, S.L. | ASFEL | ASOCIACION CLUB DIR | ASOMATV MULTIMEDIA, S.L. | ASSA ABLOY HOSPITALITY IBERICA, S.L. | ASSOCIACIO CATALANA VENDING | ASTARTE INFORMATICA S.L. | ATECNOACUAR CATALUNYA | ATENA 2000, S.L. | ATHOS FABRICS, S.L. | ATRAPALO, S.L. | ATTSU TERMICA, S.L. | AVA PLASTIK IND & TRADE CO. LTD. | AXA SEGUROS | AXIAL SOFT, S.L. | AZACONSA, S.L. | B | B S B BAÑERA SOBRE BAÑERA | BACUS 63 | BADAREGAL, S.A. | BALLIU EXPORT, S.A. | BARCHIELLI, SRL | BARTECH IBERIA, S.L. | BARTH - THERMO FUTURE BOX | BARTSCHER GMBH | BAUSCHER PORZELLANFABRIK | BAYSAN ISITMA SOGUTMA CIH. SAN. VE. TIC. A.S. | BB AVENTURERO, S.L. | BECARA, S.L. | BEI & NANNINI | BEJARANO, S.A. | BERGHOFF WORLDWIDE ESPAÑA, S.L.U. | BERSAN, PAPELES Y MANIPULADOS, S.A. | BI-WEAR CLOTHING BV | BIANCHI VENDING IBERICA, S.L. | BIDEA AVANT, S.L. | BINDOPOR, LDA. | BLYCOLIN TEXTILRENTING, S.L. | BOAYA, S.L. | BOJ OLAÑETA, S.L. | BONHOST, S.L. | BONNAVAL THIERRY | BORMIOLI LUIGI SPA | BORMIOLI ROCCO & FIGLIO SPA | BRAGARD | BRAHER INTERNACIONAL, S.A. | BRAVO DRINK, S.A.S. | BRAVOINOX | BRETAL BONVIDA, S.L. | BRICOPLASTIC | BRITA SPAIN, S.L. | BROSSERIE THOMAS | BUARFE, S.L. | BUENO HERMANOS, S.A. | BURELARTE, S.L. | BUSAFE, S.L. | BÖWE TEXTILE CLEANING ESPAÑA, S.L. | C | C.I.M.S.A. 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DE LIMPIEZA, S.L. | CERAMICA INDUSTRIAL MONTGATINA, S.L. | CERAMICAS SANT PANCRAC | CERAMICAS SIR, S.A. | CH SISTEMAS, S.L. | CHAIR'S COLLECTION, S.L. | CHAIRS AND SEATS TEBULAS S.L.L. | CHANTAL PEYRAT, SARL | CHECK-IN INFORMATICA, S.L. | CHILI TECHNOLOGIES, S.L. | CHILL OUT BEDS SPAIN, S.L. | CHINA COUNCIL PROMOT.INT.TRADE YANGZHOU | CHINA HANGZHOU EAST ELECTRIC APPLIANCE CO.LTD, BRANCH OFFICE IN EUROPE | CHOCOLATE FONDUE, S.L. | CHRYSSTEYNS ESPAÑA, S.A.U. | CHURCHILL CHINA | CIBERSUITE NETWORKS S.A. | CIMBALI MAQUINAS PARA CAFE, S.L. | CINERVI SERVICIOS TECNOLOGICOS, S.L. | CISA CERRADURAS | CLAJO, S.A. | CLIMAINOX-FABRICO MOBILIARIA INOX.LDA. | COCINAS SALA | CODENSA, S.L. | COLCHONES EUROPA S.L.U. 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