



EXHIBITING COMPANY DETAILS



MADRID 13 - 16 March 2013

IFEMA CALL CENTRI	
CALLS FROM SPAIN	
EXHIBITORS	902 22 16 16
INTERNACIONAL CALLS	(34) 91 722 30 00
IFEMA	Feria de Madrid 28042 Madrid Spain

C.I.F. Q-2873018-B

motortec-automechanika-iberica.com

Sign and send to motortec-automechanika-iberica@ifema.es - +34 91 722 58 03

TAILOR MADE TRADE FAIR; a sales tool which fits the needs of each exhibitor

Maximising the profitability of every exhibitor at the fair is the goal of MOTORTEC AUTOMECHANIKA IBÉRICA. Through the concept of the Tailor Made Trade Fair, we organise the participation of each exhibiting company according to their particular needs and reinvest fair resources in specific activities adapted to their business model.

Please use this document to define clearly your goals and needs in relation to your participation in the fair, and MOTORTEC AUTOMECHANIKA IBÉRICA management will send you a proposal with specific, personalised actions and tools for before, during and after the fair, in order to gain the greatest possible publicity and profitability from your participation and multiply your business opportunities.

If you need further information or have any questions, MOTORTEC AUTOMECHANIKA IBÉRICA team for it to give you personal advice.

FIRST NAME		_TAX IDENTIFICATION N.		
CONTACT PERSON		POSITION _		
EMAIL	TEL		FAX	
EXHIBITING ACTIVITY				
☐ Manufacturer ☐ Distributor	□ Exporter □ Importer	☐ Buyers Group ☐ Services	☐ Trade Press ☐ Associations & Organizations	
AIMS OF YOUR PART	ICIPATION			
		Ir	ndicate from 1 (little interest) a 3 (high interest)	
COMMERCIAL : CUSTOMER	& SALES MANAGEMENT			
☐ Public relations with o	current clients. Profile		[1]2]3	
☐ Present new products	s/services. Type		[1 2 3]	
☐ To increase distribute	ors portfolio		1 2 3	
☐ Products training. Pu	blic profile		[1 2 3]	
☐ To increase suppliers	portfolio. Profile		[1]2]3	
☐ To increase sales			123	
	s. Indicate markets/country			
Spanish				
· -			[1 2 3]	
IMAGE & COMMUNICATION				
☐ To strengthen compa	ny / brand image		123	
☐ To present innovation	ns. Define		123	
☐ Events & presentation	ns to clients		1 2 3	
$\hfill\square$ To be in contact with	the market		123	
\square To be in contact with	the press		123	
\square To be part of the mar	ket tendency		123	
What do you need from M	OTORTEC AUTOMECHANIKA IBÉR	RICA to be the most useful tool for your	business?	
vinac do you nood nom m		ner to be the most decidition for your		

Any personal details given by you shall be incorporated into an automated file of IFEMA or MESSE FRANKFURT EXHIBITION GmbH, Ludwig-Anlage 1, 60.327 Frankfurt Am Main (Germany), respectively. On sending us your details, you expressly authorise them to be used to carry out periodic communications, including by e-mail, to inform you of the fair activity, contents and services. Moreover, you authorise the sending of your information, on the undertaking of confidentiality, to those companies which help IFEMA to organise fairs by rendering secondary services, with the exclusive purpose of forwarding you information about these services and attending to your orders. You may exercise your right to access, amend, challenge and cancel said details by writing to IFEMA: Data Protection P.O 67.067 (28080) Madrid, or by e-mailing: protecciondedatos@ ifema.es with reference in both cases "Exhibitor" in the subject; name and ID number of the sender and MESSE FRANKFURT EXHIBITION GmbH, Ludwig-Anlage 1, 60.327 Frankfurt Am Main (Germany), or email: automechanika@messefrankfurt.com.