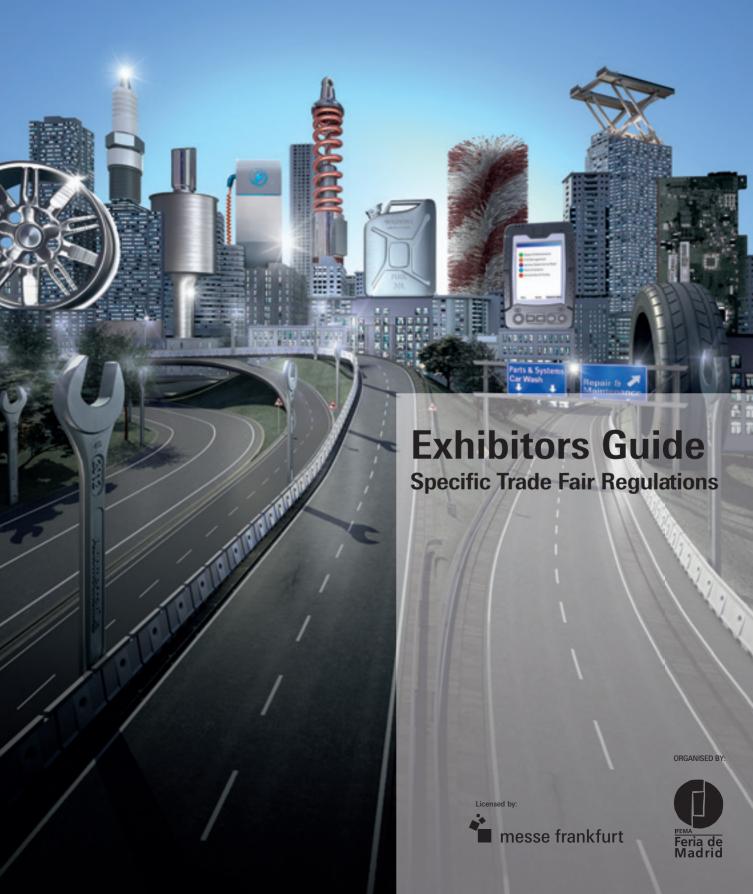
# m**tortec auto**mechanika

IBÉRICA

Iberia's Leading Trade Fair for Automotive Parts, Equipment and Service Suppliers

motortec-automechanika-iberica.com



## 1. HOW DO I BECOME AN EXHIBITOR?

- 1.1. Space may be booked by sending the Exhibitor Application Form to the Exhibition Management, together with proof of payment of the reservation fee. You can fill in the Application Form on line in motortec-automechanika-iberica.com or you can send it by e-mail to motortec-automechanika-iberica@ifema.es or by fax in 91 722 58 03.
- 1.2. To participate in the Trade Fair, the business activity of the company, public or private organisation must form part of the sectors represented at MOTORTEC AUTOMECHANIKA IBÉRICA. (See breakdown in the online Application Form and in the brochure).
- 1.3. In the event that the Contracting Company designates another entity as the Invoicing Company, the details of both companies must be included in the Application Form, which must be signed by both. Payments must be made in accordance with the MOTORTEC AUTOMECHANIKA IBÉRICA calendar which appears in the Exhibitor's Agenda.

- 1.4. The signature and presentation of this Application Form constitutes an irrevocable agreement by the applicant and acceptance of IFEMA's General Regulations for Participation, and other general dispositions which may be introduced by the Exhibition Management.
- 1.5. In the event that the Exhibitor cancels their participation, the advance amount paid shall not be returned. Should such cancellation be made within the 30 day period prior to the opening of the Exhibition, the exhibitor may be required to make full payment for the space allocated to them, even if said space may later be occupied by another company (See article 7 of General Participation Regulations).
- 1.6. Once the space has been allocated, the Event Management will send an Official Allocation Letter / Exhibition Contract by letter or email with a stand location and layout, estimate, and all the information on services offered by IFEMA to help you to expedite and maximise your participation at the Trade Fair.

# 17 APRIL: FIRST PRIORITY DEADLINE FOR ONLINE APPLICATION FORM AND INCLUSION IN THE FIRST PREFERENTIAL ALLOCATION OF SPACES.

(The meeting for the first Preferential Allocation will take place on 16 and 17 May).

## **NEW SPACES AT MOTORTEC AUTOMECHANIKA IBÉRICA 2013:**

- Part & Systems Accessories:
  - Spain Export After Marks: Exhibition area located in the Part & System-Accessories halls where Spanish Part & System manufacturers will be able to display their key products with export potential (see the brochure for more information).
- Service Stations & Car Wash:
  - Outdoor area where the main Car Wash companies will be able to conduct outdoor demonstrations of their latest products and innovations.
- Repairs & Maintenance:
  - Demonstration areas for the manufacturers and distributors of equipment, tools and other solutions for improving the set-up and operation of workshops.









## FOR EXHIBITORS AT THE 2011 TRADE FAIR

10% DISCOUNT FOR INTRODUCING A NEW EXHIBITOR TO US\*

**5%** DISCOUNT EXCHANGEABLE FOR SERVICE VOUCHERS\*\*

**2.1.** Generally the free design stand format is available for this Fair, except for exhibitors booking a space less than 32 sq.m who must sign up for one of the "All Inclusive" Modular Stand formats.

# A/ RATES (just floor – Free design). Minimum surface area 32 sq.m

F 22 +- F0	C 100 / 00/ \/AT
From 33 to 50 sq.m	€ 129 /sq.m + 8% VAT
From 51 to 100 sq.m	€ 119 /sq.m + 8% VAT
From 101 to 220 sq.m	€ 102 /sq.m + 8% VAT
More than 221 sq.m	€ 91 /sg.m + 8% VAT

Second floor € 52 /sq.m + 8% VATOutside space € 52 /sq.m + 8% VAT

## B/ MODULAR "ALL INCLUSIVE" STAND

Minimum surface area 16 sq.m



Discount equivalent to 10% of the cost of the space booked by the new exhibitor (only applies to floor space and up to a maximum value of €1 000).

### 2.2. GENERAL SERVICES

The following are automatically contracted when participating as an exhibitor:

Civil Liability Insurance (\*) € 52.61 + 8% VAT "Multifair" Insurance (\*) € 49.93 + 8% VAT Minimum Consumption of electrical

(\*) Include in Modular "All Inclusive" Stand

**Marketing Package** is a concept that includes the access to the services and elements that follows:

- Advance Exhibitors' List: An updated Digital Brochure and Newsletters which will be sent periodically to all the participants at the Trade Fair (visitors, exhibitors and the Media) and which may be downloaded from motortec-automechanika-iberica.com. .
- Official Online Exhibitors Catalogue: An effective tool for preparing visits, organising meetings, advanced searches, learning about exhibitors' products and services in detail, ...).
- Visitors' Guide: Distributed free of charge at the Trade Fair, includes location plan, exhibitor list, programme of activities and services offered by IFEMA.
- The Trade Fair Interactive Information Points: Located at different strategic points at the Trade Fair. Accessible to all visitors, who can search for exhibitors and print out individualized location maps.
- Information boards in halls: Information about the stand and holder in each of the halls.
- Exhibitors's Area: You can access to the Exhibitors's Area through motortec-automechanika-iberica.com. It will allow exhibitors to:
  - Complete and update your company information and products for the Official Trade Fair Catalogue.
  - Access the "Trade Meeting Point": A Database of Trade Visitors, members of the Trade Meeting Point who can be contacted, sent information, invited to your stand etc.
  - Meetings Manager: Application for offering and managing appointments and meetings with other exhibitors and visitors during the Trade Fair.
  - Online account statement relating to your invoices.
  - Online services booking system.
  - Online budgeting system.
  - Publish news and new features about your company in the Virtual Press Room and in motortec automechanika ibérica news.
  - Exhibitor passes and invitations for your customers (see point 5).

## 2.3. CO-EXHIBITORS

A Co-exhibitor is any company which participates in MOTORTEC AUTOMECHANIKA IBÉRICA in the same space as the company which is the title holder of the stand.

For access to all the elements included in "Presence in Promotional and Service Elements", each co-exhibitor should complete the Co-exhibitors' Application Form, which includes "Marketing Package", the price being € 200 + 8% VAT.

to floor space and up to a maximum value of €1,000). Not applicable to subsequent new exhibitors introduced. There must be no relationship between the original and new exhibitor in terms of shareholding or belonging to the same holding company.

<sup>\*\*</sup> They will be supplied with a voucher exchangeable for services included in the Service Catalogue equivalent to 5% of the floor space hired (minimum and compulsory services not included)

## 3. FREE DESIGN STANDS

3.1. Any exhibitor who chooses an Free Design stand should send the design to IFEMA Exhibition Services Management.

Fax (34) 91 722 51 27 - e-mail: stecnica@ifema.es for its approval, **before** 13 February 2013.

#### 3.2. ASSEMBLY RIGHTS

The company undertaking the assembly work should send to SERVIFEMA filled in the "Assembly Authorization" that will be send to each Exhibitor in the Services Catalogue and pay IFEMA the corresponding fee for assembly rights corresponding to services rendered during the Trade Show assembly and dismantling period: health care service (nursing staff), discount on catering services, inspection of electricity connections, connections and electricity supply during assembly and dismantling, use and maintenance of paint rooms, personalised service for fitters and individual space signage.

Based on the diverse use of installations and services, the fees for assembly rights, for the stand as a whole, including second floors, will be the following:

Undecorated spaces, or those covered by carpet or platform
Fee Type A: € 2.01 /sq.m + 8% VAT

Stands modular built form aluminium, wood or other materials. Fee Type C:  $\$  6.32 /sq.m + 8% VAT



<sup>\*</sup>Subject to possible changes in the fair plan.



## 3.3. SPECIFIC ASSEMBLY REGULATIONS FOR FREE DESIGN STANDS

The maximum authorised stand height on the outside is 4 metres. An element containing specific information may be added to the outside up to a maximum height of 6 metres, except in-between neighbouring stands. In no event may the height of 6 metres be exceeded, either by construction or decoration elements.

Blind perimeter closures may be made from the first one and a half metres inside the stand and must not exceed 50% of each facade facing onto an aisle.

To make longer closures, these should be set back a minimum of 3 metres toward the interior and must not exceed 80% of the length of the facade.

Signs, banners and spotlights may not protrude more than 50cm. from the allocated space, and from a minimum height of 2.5 metres, nor must they exceed the allowed maximum height of 4 metres on the perimeter. Spotlights must be aimed towards the interior of the stand. In case of any doubt, please contact the IFEMA Trade Fair Services Management.

It is not permitted to store packaging materials inside the hall. For this service, please request information from the trade fair secretary.

These specific regulations complement the "IFEMA General Participation Regulations".

The interpretation and application of the regulations for each particular case is the responsibility of IFEMA, who reserves the right to grant exceptions if it deems necessary, based on the respect of the Event's general outlook and the visibility of neighbouring stands

## THE ASSEMBLY OF FREE-DESIGN STANDS

7 to 11 March from 8.30 a.m. to 9.30 p.m.

ENTRY OF GOODS AND DECORATION MATERIAL

11 and 12 March from 8.30 a.m. to 9.30 p.m.

## REMOVAL OF GOODS AND DECORATION MATERIALS

16 March from 7.30 p.m. to midnight - 17 March from 8.30 a.m. to 9.30 p.m.

#### STAND DISMANTLING:

17 to 19 March from 8.30 a.m. to 9.30 p.m.

## 4. "ALL INCLUSIVE" MODULAR STAND

The Trade Fair offers the chance to participate in the simple, effective and profitable format of a turnkey modular stand. With this option you can maximise your budget, time and resources a lot more effectively. There are two "all inclusive" Modular Stand options available in this format.

It will be compulsory to book one of the standard modular stands if the size of space hired is less than 32 sq.m.

#### PREMIUM" MODULAR STAND":

- Space and Stand
- Painted wooden structure
- Cloth ceiling
- Trade fair style carpeting
- Storeroom (with door)
- 1 car park space
- 1 MG Internet connection
- Furniture for every 16 sq.m (\*):

1 round table 1 stool 1 coat-stand 4 wood straight shelves 4 office chairs 2 wooden counters 1 waste paper bin



## BASIC" MODULAR STAND":

- Space and Stand
- Aluminium profile structure and melamine walls
- 1x1 lattice roof
- Trade fair style carpeting
- Storeroom (with door)
- Furniture for every 16 sq.m (\*):

1 round table 4 chairs
2 showcases 1 stool
1 coat-stand 1 waste paper bin
4 upright shelf units



## \* If a space exceeding 32 sq.m is hired the stand will be fitted out furnished as a 32 sq.m stand.

#### **BOTH MODULAR STANDS INCLUDE:**

- General Lighting.
- Switchboard with magnetothermal differential and 500 W sockets, able to handle up to 130W/sq.m.
- Minimum electricity consumption (0,13 Kw / sq.m).
- Assembly Rights.
- Obligatory Insurance.
- Daily cleaning of stand (Type A. Once daily).
- Stand sign in standard lettering bearing the exhibitor's name and the stand number.

Note: Name on the stand sign must coincide with that used in all other promotional elements (Press Releases, Online Catalogue, Visitors Guide, Newsletter, etc.). If this field is not completed, the Commercial Name details will be added.

#### OTHER CONSIDERATIONS TO TAKE INTO ACCOUNT:

- All services or modifications the exhibitor wishes to make to these basic features shall be at their own expense.
- Efforts will be made to adapt the distribution of all elements comprising the stand, any additional parts requested and all the structural elements to support the stand to the exhibitor's needs, whenever technically possible and the plan of the relevant instructions is received at least 15 days before the start of assembly.
- Once the stand has been assembled, changes in the placement of any element which have not been communicated by the set date will be invoiced.
- The elimination or substitution by the exhibitor of any formative element of the modular stand does not imply a reduction in cost.
- All material used, both structural and electrical, is rented, and therefore, any deterioration will be billed at current rates.
- In addition, any exhibitor may book additional elements which appear in the IFEMA Services Catalogue.

#### **DELIVERY OF MODULAR STANDS:**

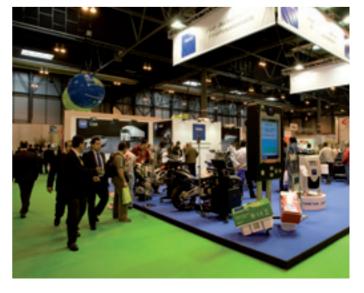
Since 11 March at 8.30 a.m.

ENTRY OF GOODS AND DECORATION MATERIAL:

11 and 12 March from 8.30 a.m. to 9.30 p.m.

### **DISMANTLING AND REMOVAL OF GOODS:**

16 March from 9.30 p.m. to midnight. - 17 March from 8.30 to 9.30 p.m.



## 5. EXHIBITOR PASSES AND INVITATIONS FOR YOUR CUSTOMERS

**5.1.** With the aim of guaranteeing the professional nature of the exhibition, passes will be checked on entrance.

Each exhibitor will receive, according to the area assigned, a number of exhibitor passes and customer invitations as indicated in the table below:

SPACE	EXHIBITOR PASSES	ONLINE INVITATIONS
From 16 to 50 sq.m	8	300
From 51 a 100 sq.m	18	700
From 101 a 220 sq.m	32	1500
More than 221 sq.m	38	2000

- **5.2.** Each exhibitor may request additional Exhibitor Passes at a cost of € 4 unit + VAT.
- **5.3.** Invitations for Visitors will be sent to each exhibitor by e-mail, and will be personalised with the name of the exhibiting company in order for it to be sent to your customers, who should be registered online to obtain the pass for direct access to the Trade Fair. Every exhibitor will be provided with the registered number of visitors to MOTORTEC AUTOMECHANIKA IBÉRICA after the closure of the event.

#### 5.4. SPANISH AND INTERNATIONAL BUYERS PROGRAMME

MOTORTEC AUTOMECHANIKA IBÉRICA, offers Trade Fair exhibitors the possibility of inviting their principal national and international buyers. Indicate the contact details of the guest and company and the Trade Fair will take charge of issuing the invitation as well as making the travel and accommodation arrangements.



## 6. COMPLEMENTARY SERVICES

- **6.1.** Once the participant's event space has been allocated, IFEMA will notify the exhibitor regarding the additional products and services on offer. These can be booked via motortec-automechanika-iberica.com the **"Exhibitors' Area"**. A **15%** discount is applicable for rates on each service booked in this way, including bookings made up to 48 hours before to the start of assembly without incurring the 25% surcharge for last minute bookings. (This does not include minimum compulsory services, outdoor advertising, meeting rooms and trade fair payment terminals and Specific Services for the Trade Fair such as exhibitor passes, etc.).
- **6.2.** We offer a complete **Stand Design Service**, with the maximum IFEMA guarantee, which is totally adapted to your needs. We take charge from the initial stage of space planning, through the design, assembly and dismantling processes.

Please contact us for a free, no-commitment, tailor-made project at infodesign@ifema.es.

- **6.3.** At this year's edition you will find a complete range of new **advertising services** allowing you to maximise your presence and obtain the best possible results on your investment:
- Sponsoring of promotional elements with your logo or brand image: exhibitors' lanyard badges, other specific elements specified by you to hand out to visitors.
- Official service for customising your exhibition space with balloons and inflatable items.
- Banner on the Trade Fair website.

You can consult all this information and more at our website motortec-automechanika-iberica.com in the **Exhibitors Area** "Advertising and Promotion Services".

# 7. ADDITIONAL INFORMATION

**7.1.** IFEMA personnel are not authorised to receive any merchandise intended for your stand. Please ensure that there is always someone on your stand.

If this is not possible we recommend you contact the partner company for transport, handing and storage goods.

Tel.: (+34) 91 722 5240 / 5241 / 5334 / 5335

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What to do?	JARY	CH		5	EMBER	EMBER FMRER	JARY	CH	Who informs you?	Tool
BOOKING AND PAYMENT	JAN	MAR	MAY	JULY	SEPT	NOV	JAN	MAR		
Application Form: 17-APRIL Priority deadline for participating in the first space allocation.  Sending of application together with confirmation of payment									Exhibition Management	Sending of Application Form by fax or email and payment of fee. On line Application Form at www.motortec-automechanika-iberica.com
centuring of approach to together with commindation of payment							Н	Ш		www.motortec-automechanika-iberica.com
PARTICIPATION OBJECTIVES: Start planning objectives (See on line Application Form). Commercial and media contacts, brand and corporate image positioning, development of new channels and products, contact with media, etc.									Contact with Trade Fair Management. Count on their guidance for helping to prepare your participation at the trade fair.	
Open for sending the on line Application Form after 17 April.	П	П	П	$\dagger \dagger$	$\dagger \dagger$	$^{\dagger\dagger}$			Exhibition Management	
Space Allocations.							ı	T	Exhibition Management	After space allocation you may access the "Exhibitors' Area".
Exhibitors' Area: Exhibitor allocated spaces will receive logon details for the "Exhibitor's Area" and the Services File containing all the available services on offer.	Ī								IFEMA Call Centre	Effective tool active as of space allocation, may be used for planning budgets, hiring services and publicity elements, viewing account status, etc.
13 OCTOBER  Deadline payment 50% payment of the space booked at MOTORTEC  AUTOMECHANIKA IBÉRICA.									IFEMA Call Centre	State of account updated in the Exhibitor's Area.
13 FEBRUARY Deadline payment 100% payment of the space booked at MOTORTEC AUTOMECHANIKA IBÉRICA.									IFEMA Call Centre	Consult updated state of account in the Exhibitor's Area.
Official Online Exhibitors Catalogue: Insertion of exhibitor data for the Exhibitor Catalogue and online publications. Catalogue accessible from the website and regularly updated.									motortec-automechanika -iberica.com	Management of catalogue data for your company and co-exhibitors available at the Exhibitor's Area.
ADVERTISE AND COMMUNICATE YOUR PARTICIPATION AT THE TRADE FAIR										
Prepare your complementary promotional exhibitor activities, customer presentations, to the sector, media, etc.									Exhibition Management	
Announce your participation at the Trade Fair to the media.						$\top$	П	П	Press Dept.	
<b>Promotional Materials:</b> Use the promotional materials available at the Trade Fair, banners, exhibitor catalogue advertising, outdoor publicity.									Exhibition Management	Budgeting and hiring of services through the "Exhibitors' Area" or by sending in the corresponding forms from the Services Catalogue.
<b>Communicate your new products and services</b> to the media, to other exhibitors and trade visitors by publishing your news free of charge.									Press Dept.	
Services File: Prepare the necessary material for your participation at the Trade Fair, free-design project or personalisation of your modular stand, material preparation and show literature, necessary staff, services and catering services, decor, etc.									IFEMA Call Centre	Budgeting and hiring of services through the "Exhibitor's Area" or by sending in the corresponding forms from the Services Catalogue.
International Buyers Programme: Indicate to us the names of your most significant international buyers and MOTORTEC AUTOMECHANIKA IBÉRICA will take care of the travel and accommodation.									Exhibition Management	International Buyers Programme is co-organised between IFEMA and the Madrid Chamber of Commerce.
Personalised Invitations: Send out Personalised Invitations with your company name and stand number which we will provide you with in digital format. We will later inform you of visitor numbers invited by your company.									Exhibition Management	
Visas: If your company personnel or that of co-exhibitors require visas to attend the Trade Fair. MOTORTEC AUTOMECHANIKA IBÉRICA Event Management can provide a letter confirming their participation.									Exhibition Management	
<b>Trade Meeting Point:</b> Send all trade visitors registered at the Trade Meeting Point information about your products or services.									IFEMA Call Centre	Trade Meeting Point available at the Exhibitors' Area.
Meeting Service: Arrange appointments with visitors and other exhibitors registered at the Trade meeting Point.	П							П	IFEMA Call Centre	Meeting Service available in the Exhibitor's Area.
Seminars, Presentations, Press Conferences: If you wish to hold or host any event or product presentation during MOTORTEC AUTOMECHANIKA IBÉRICA and you are going to require a room in Feria de Madrid it is necessary to make a prior request to enable the booking procedure.	Ī								Convention Centre	Request estimates without any commitmen
STAND ASSEMBLY AND TRADE FAIR OPENING HOURS										
Free-design Projects: Sending of projects, deadline 13 February.	$\prod$								Technical Secretariat- Trade Fair Services Dept. (T.F.S. Dept.	Before commencing with free-design stand assembly the project must be seen by the Technical Secretariat and the Assembly Rights must be paid.
Hiring of Additional Services: Hostesses, furniture, catering, etc. There is a 15% discount on prices of services booked via the Exhibitor's Area. Remember that bookings made 15 days prior to the assembly Trade Fair are subject to a 25% price increase. Book your services soon.	Ш									
Free-design Stand Assembly: From 7 to 11 March from 8.30 a.m. to 9.30 p.m.				П			Ц		Technical Secretariat - T.F.S. Dept.	
Delivery of "Basic & Premium" Modular Stands: since 11 March at 8.30 a.m.	Ц						Ц		Technical Secretariat - T.F.S. Dept.	
<b>Delivery of goods and decoration materials:</b> 11 and 12 March from 8.30 a.m. to 9.30 p.m.									Technical Secretariat - T.F.S. Dept.	
MOTORTEC AUTOMECHANIKA IBÉRICA: 13 MARCH - 16 MARCH Trade Fair opening hours: from 10.00 a.m. to 7.00 p.m.										
Removal of goods and decoration materials: 16 March from 7.30 p.m. to midnight. 17 March from 8.30 a.m. to 9.00 p.m.										
Free-design Stand disassembly: From 17 to 19 March from 8.30 a.m. to 9.30 p.m.	Ш						Ш			

## A team ready to advise you and to ensure your participation is a resounding success

## Get in touch

Exhibition management	<ul> <li>EMA</li> <li>Director: Raúl Calleja</li> <li>Exhibition Management: Alberto Leal</li> <li>Service Station &amp; Car Wash Sector: Santiago Díez</li> <li>International Participations: María Martínez de Velasco</li> <li>Advertising &amp; Marketing: Esther Morales</li> <li>Secretariat: Gori Gómez, Asela González</li> <li>e-mail: motortec-automechanika-iberica@ifema.es</li> </ul>	Línea IFEMA Exhibitors - Calls from Spain	Fax: (34) 91 722 58 03		
Servifema (Services bookings)	<ul> <li>Services bookings</li> <li>Services invoicing</li> <li>Payments</li> <li>Catalogue Orders</li> </ul>	902 22 16 16 International calls (34) 91 722 30 00	Fax: (34) 91 722 57 95 servifema@ifema.es		
Technical Secretariat (Exhibition Services Department)	<ul> <li>Technical support for exhibitors</li> <li>Stand assembly design approval</li> <li>Solutions to technical problems during the exhibition</li> </ul>	design approval			
Press Office	<ul> <li>Director: Raúl Díez</li> <li>Chief Press Officer &amp; Media Relations:         Marta Cacho         Head of Press: Marina Tejerina         International Press: Elena Valera         Press Secretariat: Gema Ramirez</li> <li>Media relations         on and exhibitions organ         elnstitutional press inf         on Press passes for trade</li> </ul>	Tel.: (34) 91 722 50 90 Fax: (34) 91 722 57 93 marina.tejerina@ifema.es			
Convention Centre	<ul> <li>Space rental for meetings and conventions in the exhibition centre, during the exhibitions and at other times</li> <li>Coordination of non-exhibition related activities</li> </ul>	Tel.: (34) 91 722 50 72 Fax: (34) 91 722 57 89 convenciones@ifema.es			
External Relations (Protocol)	<ul> <li>Institutional visits</li> <li>Guided visits</li> <li>Protocol for all events</li> <li>Institutional relations</li> </ul>		Tel.: (34) 91 722 50 82 Fax: (34) 91 722 58 01 infoifema@ifema.es		
Security and Internal Service	<ul> <li>General security</li> <li>Access to the exhibition centre</li> <li>Car parks</li> </ul>		Tel.: (34) 91 722 50 65 Fax: (34) 91 722 57 81 dsinternos@ifema.es		
Medical Service	Emergency medical service     Medical care for exhibitors and visitors during the exhibitions, stand assembly and stand dismantling		Tel.: (34) 91 722 54 00		
Outdoor Advertising	Booking outdoor advertising space at the venue		Tel.: (34) 91 722 53 40/08 Fax: (34) 91 722 53 09 publicidadexterior@ifema.es		

motortec-automechanika-iberica.com

motortec-automechanika-iberica@ifema.e: