

TechnoMebel World of Furniture

The international exhibitions World of Furniture and Technomebel provide new business opportunities through Hosted Buyers Program. The Program offers direct business-to-business (B2B) meetings and ensures that buyers will be able to meet with local partners and suppliers.

World of Furniture and Technomebel HB Program provides to nominated buyers a meaningful package of services and benefits which make his/her visit to the shows a rewarding experience. Join these group of buyers:

VIP BUYERS*	
Top Sourcing Executives: • Retail stores • Contractors • Architects • Interior design studios	• Free 3D/2N hotel accommodation • Free Roundtrip Airfare** • Free transfer from airport to venue • Free entrance card for World of Furniture and Technomebel • Pre-scheduled meetings with selected exhibitors • Year-round free matchmaking assistance
TOP LEVEL BUYERS*	
• Buyers from retail and contract markets • Owners of retail/wholesale companies • Buyers from architectural and Interior studios	• Free 3D/2N hotel accommodation • Free transfer from airport to venue • Free entrance card for World of Furniture and Technomebel • Pre-scheduled meetings with selected exhibitors • Year-round free matchmaking assistance
TRADE VISITOR*	
• Industry professionals • Buyers not qualified for the Incentive programs	• Free entrance card for World of Furniture and Technomebel • Year-round free matchmaking assistance

*All applications shall be evaluated by BBCWFI Management before acceptance in the program and granting of incentives. BBCWFI will nominate the grade of the buyer following the information provided in each application.

** Flight reimbursement towards the cost of round-trip economy Travel from selected ports. The covered cost is capped at €450.

All Program participants have access to the World of Furniture & Technomebel Reception and the Bulgarian Furniture of the Year Awards Ceremony.

Registration
A. Application to the HB Program will be accepted until 1st April 2016 B. Submission of the application form does not automatically guarantee the applicant participation in the HB Program. C. BBCWFI will only accept one application per company. D. All sections of the application form must be fully completed. Failure to submit all requirements requested and incomplete application form will not be processed. E. If the applicant will not qualify under the HB Program, he/she shall be automatically qualified as Trade Visitor.
Application Checklist
A. Scanned copy of Passport / ID card for EU buyers B. Completed HB Program Application Form C. Brief company profile

For more details about the HB Program, please contact the Bulgarian Branch Chamber of Woodworking and Furniture Industry /BBCWFI/ at office@timberchamber.com / r.pesheva@timberchamber.com

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YOU ARE INTERESTED IN:		TechnoMebel		World of Furniture	
FIRST NAME					
LAST NAME					
TITLE	Mr.		Mrs.		
COMPANY NAME					
ADDRESS	STREET		CITY		
	ZIP CODE		COUNTRY		
WEBPAGE					
EMAIL ADDRESS					
PHONE					
FAX (if applicable)					
MOBILE					
<i>Brief Company Profile</i>					
<i>Please select from the exhibitor list the five companies you want to make appointments with during the show. (Buyers are required to attend five pre-scheduled meetings.)</i>					
JOB TITLE					
ROLE IN THE COMPANY	Final decision maker		Recommendatory		
	Research new products		Other		
NATURE OF BUSINESS	Distributor		Importer/Wholesaler		
	Retailer		Hospitality/Contract Market		
	Architect		Design studio		
	Buying agent		Other		
ANNUAL PURCHASING VOLUME	EUR€ 0 - 100,000		EUR€ 1 million - 5 million		
	EUR€ 100,000 - 500,000		EUR€ 5 million - 10 million		
	EUR€ 500,000 - 1 million		More than EUR€ 10 million		
CURRENTLY SUPPLYING FROM	Asia		Eastern Europe		
	Western Europe		Other		
TOP THREE SUPPLIERS					
FREQUENCY OF VISIT	First time				
	Returning - Last visit was on				
REASONS FOR VISIT	Meet current suppliers		Seek new products		
	Meet new partners		Other		
	Place orders				
PRODUCT INTEREST					
TRADE SHOWS YOU HAVE ATTENDED IN THE					
DO YOU NEED INVITATION LETTER FOR VISA	Yes			No	

