



XVIII INTERNATIONAL TRADE FAIR
FOR SAVOURY SNACKS & NUTS



GAIN A BUSINESS ADVANTAGE

At the global sourcing
event for savoury snacks

27-28 June
2019

Barcelona

www.snackex.com



European
Snacks
Association

centre
convencions
internacional
barcelona

GET FACE-TO-FACE WITH DECISION-MAKERS

NUMBER OF VISITORS



2,250

MANAGER LEVEL AND ABOVE



80%

INVOLVED IN PURCHASING DECISION



76%



**Exhibiting at SNACKEX brings you face-to-face
with decision-makers you can do business with.**

Whether snack sector buyers are sourcing equipment, materials or ideas, it is vital they feel confident about their decisions. The best way to do this is to see all the options together in one place.

SNACKEX conveniently brings together trade fair and conference under one roof to make it easier for everyone to network and do business.

It's a live experience...

SNACKEX offers the industry something you can't get from a website or a magazine... the live experience! It's all about the sound of the machinery, the feel of the packaging, the taste of the products.

And you get to meet real people, not on a social network interface, but live, face-to face contact. There's no need to spend time searching the internet for contacts and getting no response.

SNACKEX is a great opportunity to connect with a wide range of customers and prospects. You can meet and do business with everyone who matters, right there and then, in one convenient location, over two days.

Savoury snack sector buyers come to SNACKEX to experience the industry live and to make a better choice.

**Do business around the globe
in one place**

Wherever in the world you are located, SNACKEX is the place to be if you want to do more business in the savoury snack sector. SNACKEX is a global event with a global reach. Companies from over 80 countries are represented at SNACKEX and they include India, the Middle East and GCC countries, Turkey, North Africa, Central and SE Asia, China, USA, Australasia and South America - you'll meet them all at SNACKEX.

The SNACKEX format combines trade fair with top level conference whose delegates are snack industry decision-makers seeking solutions your company can provide. Day visitors to the fair pour in from neighbouring countries and from all around the world, outstripping the number of conference delegates many times over.

Why exhibit?

SNACKEX is the industry-defining event for the savoury snacks sector; the world's only trade event dedicated to the savoury snacks industry and the best opportunity to launch or promote your products.



Show your innovations to the decision-makers of the industry



Sell your products to an audience that is ready to buy



Meet existing customers and new prospects from around the world

Who visits?

Your customers.

- ▶ Senior directors from the world's major snack makers, seeking inspiration and insight
- ▶ Senior marketing and NPD representatives looking for new products and ideas
- ▶ Engineers and production people looking to source new equipment
- ▶ Nut brokers and traders looking for new contacts and supply sources
- ▶ Customers in search of product demonstrations and one-to-one meetings with new and existing suppliers
- ▶ Retail representatives looking for new product lines
- ▶ Companies seeking solutions to individual challenges

Just consider these compelling reasons to exhibit

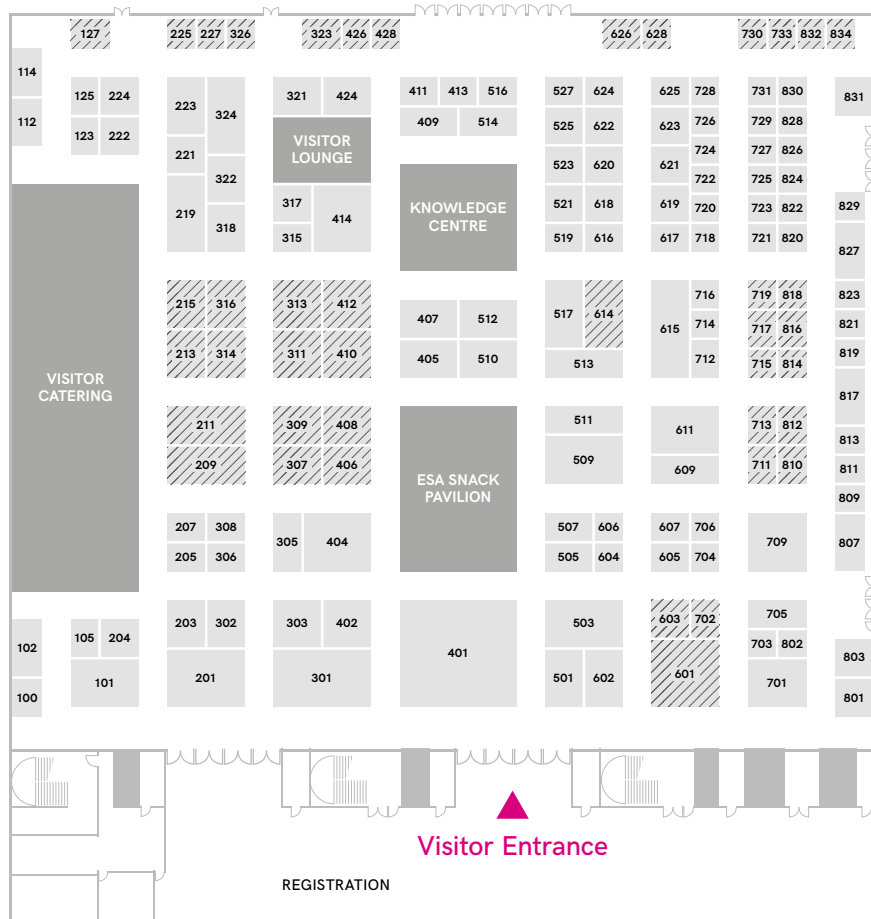
- You will be taking part in an exhibition that is dedicated to the savoury snacks industry so your booth will not be lost against hundreds of others as in general food shows
- Only qualified visitors/buyers from the savoury snacks and snack nut industry are allowed show access
- Event format combines exhibition with top level conference providing the only focused opportunity to target snacks buyers, specifiers and influencers, under one roof
- Unrivalled opportunities to network – with visiting snacks professionals, conference delegates and other exhibitors.
- A professional environment to do business – world-class venue, in a world-class city
- Meet leading decision-makers – 76% of attendees at the last event had a buying influence
- Varied programme – industry issue conference sessions attract more snack makers
- Gain international exposure – meet buyers from over 40 countries
- Share expertise – with visitors and other exhibitors
- Thank your best customers – keeping existing customers happy is as important as finding new ones. Many of your best customers will be at SNACKEX – you should be too!
- As an exhibitor you'll receive a free editorial entry in the show catalogue which is given free to every visiting buyer and conference delegate
- **Close a deal!** – many exhibitors polled at the last SNACKEX closed a sale right there on the show floor!

Secure your place

Our exhibit rates represent outstanding value for money for a tightly targeted international trade show, delivering quality attendees you'll want to do business with. ESA members receive around 20% reduction on standard exhibit rates.



No compressed air



Stand	Size	Area m ²
100	4m x 3m	12
101	7m x 5m	35
102	6m x 3m	18
105	4m x 3m	12
112	3m x 5m	15
114	3m x 5m	15
123	4m x 3m	12
125	4m x 3m	12
127	4m x 3m	12
201	8m x 6m	48
203	5m x 4m	20
204	4m x 4m	16
205	4m x 3m	12
207	4m x 3m	12
209	8m x 4m	32
211	8m x 4m	32
213	5m x 4m	20
215	5m x 4m	20
219	8m x 5m	40
221	4m x 4m	16
222	4m x 4m	16
223	6m x 4m	24
224	4m x 4m	16
225	3m x 3m	9
227	3m x 3m	9
301	6m x 10m	60
302	4m x 5m	20
303	5m x 5m	25
305	6m x 3m	18
306	4m x 3m	12
307	4m x 5m	20
308	4m x 3m	12
309	4m x 5m	20
311	5m x 5m	25
313	5m x 5m	25
314	5m x 4m	20
315	4m x 3m	12
316	5m x 4m	20
317	4m x 4m	16
318	5m x 4m	20
321	5m x 4m	20
322	5m x 4m	20
323	3m x 4m	12
324	8m x 4m	32
326	3m x 3m	9
401	12m x 11m	132
402	5m x 5m	25
404	7m x 6m	42
405	6m x 4m	24
406	5m x 4m	20
407	6m x 4m	24
408	5m x 4m	20
409	6m x 3m	18
410	5m x 5m	25
411	4m x 3m	12
412	5m x 5m	25
413	4m x 3m	12
414	6m x 7m	42
424	5m x 4m	20
426	3m x 3m	9
428	3m x 3m	9
501	6m x 4m	24
503	8m x 5m	40
505	5m x 3m	15
507	3m x 5m	15
509	8m x 5m	40
510	6m x 4m	24
511	8m x 3m	24
512	6m x 4m	24
513	8m x 3m	24
514	6m x 3m	18
516	4m x 3m	12
517	7m x 4m	28
519	4m x 3m	12
521	4m x 4m	16
523	4m x 4m	16
525	4m x 4m	16
527	4m x 3m	12
601	7m x 7m	49

Stand	Size	Area m ²
602	6m x 4m	24
603	4m x 4m	16
604	3m x 3m	9
605	4m x 3m	12
606	3m x 3m	9
607	4m x 3m	12
609	7m x 3m	21
611	7m x 5m	35
614	7m x 4m	28
615	4m x 10m	40
616	4m x 3m	12
617	4m x 3m	12
618	4m x 4m	16
619	4m x 4m	16
620	4m x 4m	16
621	4m x 4m	16
622	4m x 4m	16
623	4m x 3m	12
624	4m x 3m	12
625	4m x 3m	12
626	4m x 3m	12
628	3m x 3m	9
701	6m x 5m	35
702	3m x 4m	12
703	3m x 3m	9
704	3m x 3m	9
705	6m x 3m	18
706	3m x 3m	9
709	6m x 6m	36
711	4m x 3m	12
712	3m x 4m	12
713	4m x 3m	12
714	3m x 3m	9
715	3m x 3m	9
716	3m x 3m	9
717	4m x 3m	12
718	3m x 3m	9
719	3m x 3m	9
720	3m x 3m	9
721	3m x 3m	9
722	3m x 3m	9
723	3m x 3m	9
724	3m x 3m	9
725	3m x 3m	9
726	3m x 3m	9
727	3m x 3m	9
728	3m x 3m	9
729	3m x 3m	9
730	3m x 3m	9
731	3m x 3m	9
733	3m x 3m	9
734	3m x 3m	9
801	4m x 4m	16
802	3m x 3m	9
803	4m x 4m	16
807	3m x 3m	9
809	3m x 3m	9
811	3m x 3m	9
813	3m x 3m	9
817	3m x 3m	9
819	3m x 3m	9
821	3m x 3m	9
823	3m x 3m	9
827	3m x 3m	9
829	3m x 3m	9
831	4m x 4m	16
832	3m x 3m	9
833	3m x 3m	9
834	3m x 3m	9

Action list

- ▶ View the floor plan
- ▶ Determine your preferred stand location and size
- ▶ Review the rules and regulations for exhibitors on the website
- ▶ Complete the exhibitor booking form & contract
- ▶ Submit a 50% deposit with your application

SUBMIT YOUR STAND APPLICATION TODAY!

Reserve your stand

SNACKEX 2017 was sold out with a waiting list, now it's your opportunity to get ahead of the competition and gain an advantage in 2019!

Reserve your exhibit stand at SNACKEX 2019 before 31 March 2018 and enjoy a further 10% reduction off the standard rates.

Before 31 March 2018

ESA member rate: €239 euros per sq metre
Non-member rate: €302 euros per sq metre

After 31 March 2018

ESA member rate: €265 euros per sq metre
Non-member rate: €335 euros per sq metre

These rates include shell scheme, carpet, nameboard, basic lighting, power, cleaning, general hall security. See the separate booking form for full details.

EXHIBITOR BOOKING FORM & CONTRACT

Exhibit Rates Popular sizes; other sizes pro rata

Stand Size	Stand Area	ESA Member Rate	Non-Member Rate
3m x 3m	9m ²	€2,385	€3,015
4m x 3m	12m ²	€3,180	€4,020
4m x 4m	16m ²	€4,240	€5,360
6m x 3m	18m ²	€4,770	€6,030
5m x 4m	20m ²	€5,300	€6,700
5m x 5m	25m ²	€6,625	€8,375
6m x 5m	30m ²	€7,950	€10,050

Note: An extra aisle charge will be added to the above rates: all end of aisle sites + €200, peninsula sites + €400, island sites + €600.

IMPORTANT NOTES:

- To qualify for the ESA member rate, ESA membership dues must be fully paid up at both the date of booking AND of the event, or prices will automatically revert to non-member rate.
- Shell scheme construction is provided as standard. Any stand may be booked as space only, but there is no reduction in price when shell scheme is not required.
- End of aisle stand locations are provided with two open sides & two shell scheme walls - extra charge €200.
- Peninsula stand locations are provided with three open sides & one shell scheme wall - extra charge €400.
- Island stand locations are provided without shell scheme - extra charge €600.
- Two or more adjacent stands may be combined to make a larger area, however in so doing, extra aisle charges may apply.

► **MEMBERSHIP STATUS:** ESA Member ☐ Yes ☐ No

ESA membership must be fully paid up at both the date of booking and of the event, or prices will automatically revert to non-member rate.

NOT AN ESA MEMBER?

Enjoy the reduced exhibitor rate and **save around 20%**, in addition to many other membership benefits, by becoming an ESA member today. For more information contact the ESA secretariat at Email: veronica@esasnacks.eu / Tel: +32 (0) 2 538 20 39

STEP 1: YOUR COMPANY

Exhibiting Company Name:

Contact Name:

Mailing Address (No PO Boxes):

City:

County / State / Prov:

Post / Zip Code:

Country:

Tel:

Fax:

Email of Expo Contact:

Are you exhibiting: ☐ Machinery ☐ Snack Products ☐ Literature ☐ Other

VAT Number (compulsory for all companies):

Where / how did you hear about SNACKEX?

STEP 2: YOUR EXHIBIT STAND

☐ **ESA Members:** €265 / sq metre ☐ **Non-Members:** €335 / sq metre

Extra aisle charges may apply depending on location - see above.

We hereby apply for the following exhibit stand. Every effort will be made to provide your first choice, but as stands are offered on a first-come, first-served basis, this cannot be guaranteed.

1st choice Stand No. metres x cost €

2nd choice Stand No. metres x cost €

We prefer not to be close to the following companies:

Note: The floorplan is for guidance only. Stand positions are not guaranteed and are subject to Fire Authority approval / discretionary change by the organisers. Whilst every effort will be made to accommodate requests by exhibitors not to be located close or next to competitors, final assignments and floor positions are at the sole discretion of the organisers. No correspondence will be entered into.

STEP 3: PAYMENT SCHEDULE

If your booking is received:

• Up to 30 November 2018

50% of the total is due with this signed contract. You will be invoiced in December 2018 for the balance which must be paid in full by 30 January 2019.

• On / After 1 December 2018

100% of the total is due with this signed contract.

Note: If we receive your booking and your full deposit payment by 31 March 2018, you receive a 10% early booking discount. This discount and / or other adjustments will be applied to your final balance second invoice sent December 2018.

STEP 4: YOUR PAYMENT

Your booking will not be actioned until we receive your deposit payment in full. Payment must be made in euros (€).

1st choice Stand No. Stand cost € (rate schedule cost before any discount)

Aisle charge € (if applicable)

3% credit card fee € (compulsory if paying by credit card)

TOTAL AMOUNT €

STEP 5: PAYMENT METHOD

☐ **BANK TRANSFER*** ☐ **CREDIT CARD** (3% processing fee applies)

☐ Tick if you require a pro-forma invoice in order to make your payment (bank transfer only)

*Bank transfers must be made to European Snacks Association - ING Belgium, rue du Trône 14-16, B1000 Brussels. **IBAN: BE77 3631 1036 6842. SWIFT: BBRUBEBB**

Please instruct your bank to pre-pay ALL charges (sender AND receiver). ESA is not responsible for any bank charges whatsoever.

For CREDIT CARD payment fill out below. All credit card payments are charged 3% processing fee.

Please charge: ☐ VISA ☐ MASTERCARD / EUROCARD

CARD NUMBER

SECURITY CODE

EXPIRY DATE

NAME ON CARD

SIGNATURE

DATE

STEP 6: DECLARATION

This section **must** be fully completed and signed. We have read the SNACKEX 2019 Rules & Conditions for exhibitors and in the event of this booking being accepted, we undertake to observe and be bound by them. Acceptance of this booking by ESA constitutes a binding contract with you. This form is not valid unless signed. **Note: You must have adequate insurance cover to take part in this event** - see especially clauses 19, 20, 21 and 22 in the Rules & Conditions.

AUTHORISED SIGNATURE*

*This signature legally binds your company to all SNACKEX 2019 Rules & Conditions

NAME (PRINT)

JOB TITLE DATE

Note: Your booking will not be accepted until we receive the required 50% deposit payment (100% if booked on / after 1 December 2018), together with this booking form. The organisers reserve the right to refuse any application without assigning any reason. The organisers' decision on admission of any company or product to the exhibition is final.

STEP 7: SUBMIT FORM

Email this completed form to: esa@esasnacks.eu

European Snacks Association asbl, Rue des Deux Eglises 26, Brussels 1000, Belgium.

SNACKEX recent exhibitors

ACEITERA GENERAL DEHEZA
AL FUSTAQ NUTTY NUTS
ALIMENTOS EXTRUIDOS
ALMOND BOARD OF CALIFORNIA
ALMOUNAJED FOOD INDUSTRIES
AMERICAN EXTRUSION
AMERICAN PEANUT COUNCIL
AMICA CHIPS
ANTONIO FIORE ALIMENTARE
APERITIVOS FLAPER
APTEAN
APPECASTRO
ARGENTINE PEANUT CHAMBER
ARROW SYSTEMS
AVEBE
AVIKO RIXONA
AZTECA MILLING
BACH SNACKS
BAKER PERKINS
BASIC AMERICAN FOODS
BIOTREK
BLUEPRINT AUTOMATION
BRUMAU OSTINATO
BOSCH PACKAGING
BREDABEST
BROVIND
BÜHLER GROUP
CPM WOLVERINE
C. CRETORS & CO
C. MEIJER
CARGILL DRY CORN INGREDIENTS
CARL ZEISS SPECTROSCOPY
CARLSON FILTRATION
CÁRNICAS MUÑOZ SÁNCHEZ
CASA HERRERA
CEREALICOLA ROSSI
CHHAJED FOODS
CLEXTRAL GROUP
CODRICO
COLIN INGREDIENTS
CONSTANTIA FLEXIBLES
COPLANA
CRYSTAL FILTRATION
DACSA
DALLAS GROUP
DE FRANCESCHI
DIVINE INDUSTRIES
DSM FOOD SPECIALITIES
ELEA TECHNOLOGY
EMSLAND-STÄRKE

ECONOMODE FOOD EQUIPMENT
EUROMA
EUROPEAN FOOD
FABCON FOOD SYSTEMS
FAM
FEN FOOD
FLAMEFAST
FLO-MECH
FOCKE PACKAGING SOLUTIONS
FORMERS INTERNATIONAL
FOODLINK BV
FROMATECH INGREDIENTS
FRUTAROM SAVOURY FLAVOURS
GASTALDI HNOS
GEM ALLIED INDUSTRIES
GESA GIDA
GEUS
GIVAUDAN
GODAWARI UDYOG
GOOD MILLS INNOVATION
GRAINSPAN NUTRIENTS
GRAMYBEL
GROTE COMPANY
GRUPO CAVIGLIASSO
GRUPO MICHEL
HDM EUROPE
HAAS FOOD EQUIPMENT
HALAWANI INDUSTRIAL CO
HASTAMAT
HEAT & CONTROL
HEBEI COFCO
HEBENSTREIT
HENGSHUI HONGTENG PEANUT CO
HÜGLI NÄHRMITTEL AG
INCOME CEREX
INNOVATIVE FOOD PRODUCTS
INTERTASTE
ISHIDA EUROPE
J.C. FORD COMPANY
JILIN LIAOHE AGRICULTURAL PRODUCTS
JINAN CFC MACHINERY
JONGERUS HANCO
KALIZEA
KENRAY FORMING
KEY TECHNOLOGY
KING NUTS & RAAPHORST
KIREMKO
K-TRON SWITZERLAND
KMG SYSTEMS
LACTOSAN

LALESSE EXTRUSION
LALLEMAND
LAWRENCE EQUIPMENT
LE CASELLE
LENG D'OR
LIAONING ZHENGYE PEANUT CO
LIMAGRAIN CÉRÉALES INGRÉDIENTS
LIVEN SA
LYCKEBY CULINAR
MADDOX METAL WORKS
MAFIN SPA
MANE
METTLER TOLEDO SAFELINE
MIELE
MITCHELL DRYERS
MUTCHALL ENGINEERING
MOLINO PEILA
MURRAY FOODS
NDC INFRARED
NP & COMPANY
NOBLE AGRO FOOD
NUHEALTH
NUTRI FLAVOURS
OBERLIN FILTER
OLEGA
PCL CONTROLS
PARKER DOMNICK HUNTER
PASTA FOODS
PAVAN
PERTEN INSTRUMENTS
PIFO EKO STREFA
PISTO MASCHINENBAU
PLANET DRYERS
POL-FOODS
PROCESS SENSORS CORP
PRODEMAN
PRODUCTOS CHURRUCÁ
PUYANG TIANLI NUTS
QINGDAO FOODLINK
QINGDAO GOLDEN ROCK
QINGDAO JIALE PEANUTS
QINGDAO LONGSUN
QINGDAO RUIZONG
QINGDAO TOPSEN
QUALITY PELLETS
RADIX SYSTEMS
RE PIETRO
READING BAKERY SYSTEMS
RIZHAO CHANGTAI
RIZHAO SEAMOUNT FOOD CO

ROSENQVISTS FOOD TECHNOLOGIES
ROSPEN INDUSTRIES
ROVEMA
RUDOLPH FOODS
SC EUROPEAN FOODS
SEL ENGINEERING SOLUTIONS
SAMSON CORN SEMOLINA
SANTA HELENA ALIMENTOS
SCHALK MÜHLE
SENSORTech SYSTEMS
SHANDONG MENGYIN
SEASONINGS SPECIALITIES
SENANADOLU MISIR
SEYEKS
SHAMA FOOD INDUSTRIES
SHANTOU HUAXING MACHINERY
SIDDHIVINAYAK AGRI PROCESSING
SILESIA GRAIN
SNAC INTERNATIONAL
SNACK CROPS
SOLINA CORPORATE
SOUFFLET ALIMENTAIRE
SPACE REMAINING
SWEDISH OAT FIBER
TAV
TECHNOLOGY CONTAINER CORP
TEK-DRY SYSTEMS
TEKIRDAĞ UN
TNA
TOMRA SORTING
TADIM GIDA
TEWS ELEKTRONIK
TONRUD ENGINEERING
TORZHOK PELLETS FACTORY
TRIZ VENTURES
UVA PACKAGING
URSHEL
V.AL.IN
VICAM
VFI
VFS SYSTEMS
VMF CONTINENTAL SNACKS
VUORMAR
WSP SPOLEM KIELCE
WALTER RAU
WELCOME FOODS
WINTech TAPARIA
WIREBELT CO
WOLF VERPACKUNGSMASCHINEN
ZIRVE AS MAKINA

Brand – Boosting Sponsorships Available

Once you've made the right decision to exhibit at SNACKEX get your voice heard! Put your company's name right in front of international buyers before they even get to your stand! SNACKEX is a big deal. Every exhibitor is competing for visitors' attention – make it easy!

Give yourself that extra edge to drive visitors to your stand and ensure they'll recognize your brand. Be creative! Our exclusive sponsorship packages are the perfect way to promote your company, your brand and your product. They are cost-effective, varied and impossible to miss. Contact the organisers for more information about these brand-boosting opportunities.

With thanks to our generous sponsors in 2017



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