



10-13 October 2018, The Westin Dragonara Resort, St. Julian's, Malta

Your VIP invitation

to the premier meeting forum
for the European Hotel
Industry.



**Hello and
welcome to**



HOTECH ¹⁸
Europe



The premier meeting forum for the European Hotel Industry

What is **HOTEC**?

HOTEC Europe is a highly focused hotel industry forum for senior executives wishing to talk business in a more targeted fashion. The unique one-to-one meeting forum brings together purchasing, operations and technical directors of leading hotel chains, to meet by appointment with the industry's leading national and international supplier companies from over 40 different product categories.



“An extremely structured event that brings benefit to both suppliers and buyers. Allowing plenty of time to interact outside of the formal programme”

John Gallacher,
Hilton Worldwide



You are invited to be our guest at the European Hotel Industry's premier meeting forum

Reserve your place and be among 100 of Europe's leading Hotel Chains, Cruise Liners, Purchasing Companies, Architects & Interior Designers

As our VIP Guest you will benefit from:

- Pre-arranged one-on-one meetings with leading International suppliers
- A unique networking and relationship building opportunity
- Complimentary roundtrip airfare*, accommodation and meals

Be our VIP guest and change the way you do business.

** Complimentary airfare is not applicable for delegates flying from outside Europe*

www.hoteceu.com



“ It is always worthwhile to attend this event, you are able to get a very good insight of the main markets within the international hospitality sector. You are able to meet the main players in a very short space of time..”

Maria Madrid Rodenas, NH Hotel Group

“ A very rewarding and productive three days where you meet a large and varied selection of European and worldwide suppliers.”

Robert Allen, The Commercial Company



Who will you meet at **HOTEC** Europe 2018?

Over 100 leading International supplier companies ranging over 40 product categories including Architecture/Interior Design, Bathrobes/Towelling/Linen, Bathroom Equipment/Accessories, Beds, Catering Equipment, China/Tableware, Cleaning Equipment, Contract Furnishing, Cosmetics/Toiletries, Door Locks/Key Cards/Safes, Electronic Products, Fitness Equipment, Flooring, Furniture/Furnishings, Hotel Guest Amenities, Hygiene Systems, In-Room Technology & Entertainment, Interior Lighting, Kitchen Utensils/Cutlery, Minibars, Mobile phones, Multimedia, Sauna, Table Top/Buffer, Turnkey Bathrooms, Wall Coverings/Textiles.

You select the suppliers you want to meet and we compile your personalised meeting schedule based on both supplier and your requests

www.hoteceu.com



“**HOTEC** is always a great trade forum as it focuses on meetings and networking. It allowed me to meet my most of my preferred meetings and the others I met during meals or the other functions. Good attendance and variety of participants.”

Sig San Jose The Peninsula Hotels



Why attend **HOTEC** Europe 2018?

- To meet with industry suppliers in a time efficient way
- To build strategic partnerships and create new relationships with suppliers in a setting that is dedicated to business understanding
- To keep abreast of industry trends and learn what's new in the market place
- To create meaningful and lasting relationships with key industry people
- To network and share ideas concerning common goals and challenges with other industry professionals to help create successful business practices

All this while receiving VIP treatment at no cost.



HOTEC Europe 2018 event schedule

October 10 Arrival Day

Free day to enjoy the hotel facilities

7.00 pm Welcome Dinner

October 11

8.00 am Breakfast

9.00 am One-to-one Meetings

12.30 pm Lunch

1.30 pm One-to-one Meetings

4.30 pm Team Building Activity

7.00 pm Dinner

October 12

8.00 am Breakfast

9.00 am One-to-one Meetings

11.00 am Supplier Showcase

12.30 pm Lunch

1.30 pm One-to-one Meetings

5.00 pm Free time to network

& enjoy the hotel facilities

7.00 pm Farewell Dinner

October 13 Departure Day



Where will **HOTEC** Europe 2018 take place?

Discover one of Malta's top 5-star hotels located in the heart of downtown St Julian's and right on the water's edge, from where one can directly access the Mediterranean sea from two private beach lidos. With over 74,000 square metres of space, The Westin Dragonara Resort is an ideal holiday or business accommodation.

The Westin Dragonara Resort offers **HOTEC** delegates the perfect venue for a dedicated and focused meetings forum, affording an excellent location, with first class business accommodation and extensive leisure facilities.

The Westin Dragonara Resort is the perfect environment to meet and talk business.



“ I have been attending **HOTEC** events for the past many years and this is the best event for which I would make changes to my travels to attend. **HOTEC** is all about building and fostering long-term relationships leading to a true partnership between the buyers and sellers. I find the face-to-face meetings most rewarding that are lacking from traditional tradeshow events. By attending **HOTEC** event, I can accomplish more in two days that otherwise would take months. **HOTEC** events continues to exceed my expectations. The events are always very well planned and I would recommend all procurement leaders to consider attending.”

Mubashar Shahab, Executive Director
& Head of Global Procurement,
Accor Hotels



RSVP Now as availability is limited

Please complete and return the form on the reverse to:

Fax: +44 208 547 9858

Email: david@questex.com

For more information visit: www.hoteceu.com

or call: David Zarb Jenkins +356 9944 8862

or email: david@questex.com

HOTEC 2018 Reservation Form

Kindly complete your details clearly in block capitals,
then sign and fax to: **+44 208 547 9858**

Company Details

Company Name:

Type of Company, please check as appropriate:

- | | |
|---|---|
| <input type="checkbox"/> Hotel Chain | <input type="checkbox"/> Cruise Liner |
| <input type="checkbox"/> Purchasing Company | <input type="checkbox"/> Interior &
Architectural Design |
-

Number of Hotels / Management Contracts?

Delegate Details

Mr Ms

Name: _____ Job Title: _____

Address: _____

City: _____ County: _____

Postcode: _____ Tel: _____

Mobile: _____ Fax: _____

Email: _____

Website: _____

Signature: _____ Date: _____

We will confirm receipt within 72 hours.

Let's talk

“We have been attending **HOTEC** for 19 years now as this event provides us with a good opportunity to meet new and existing suppliers in just two days. This year's event was attended by some of the most important industry people and **HOTEC** is now one of the important business to business events in the hospitality industry”

Stephane Masson, Vice President Global Procurement, Marriott International

QUESTEX



Questex-McLean Events International: **Bringing your industry together**

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www.hoteceu.com

HOTECEU is one of 14 business forums organised by
McLean Events for 4 different industries worldwide.

This will be the 19th year of **HOTECEU** Europe.

For information about our other **HOTECEU** events
worldwide visit:

HOTECEU Asia www.hotecasia.com

HOTECEU Europe www.hoteceu.com

HOTECEU Middle East www.hotecme.com

HOTECEU North America www.hotecna.com