



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**<sup>18</sup>  
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

“ After so many years you would think that such an event would get tired. But it is alive and kicking and we always get new business out of each event”

Rob Zijl, Salto Systems



## At **HOTEC** you will get

- Pre-arranged one-on-one meetings with Europe's leading Hotel Chains, Cruise Liners, Purchasing Companies, Interior Designers & Architects
- A table at the Supplier Showcase where all suppliers can display small products, exhibition style. This session takes place on the 2nd day for one and a half hours
- An opportunity to keep abreast of industry trends and learn what's new in the market place
- A unique networking and relationship building opportunity



“**HOTEC** gives the best opportunity for a professional and fruitful exchange between suppliers and buyers of the global hotel industry - it’s not only about business meetings but also helping to create a matchless personal relationship.”

Martin Stolz, Inpacs GmbH



## How does **HOTEC** work?

100 of Europe's leading Hotel Chains, Cruise Liners, Purchasing Companies, Interior Designers & Architects will be invited to attend **HOTEC** to meet suppliers from the hospitality industry by appointment.

A directory will be produced online with profiles of all companies attending. You select the buyers you wish to meet and we compile your personalised meeting schedule based on both buyer and your requests.

All meetings take place in a conference room where each supplier will be allocated a table and buyers move from meeting point to meeting point for their pre-allocated appointments. All meetings will last 20 minutes. There is a fixed quota of supplier companies accepted from each category to maximise your opportunity.



“The quality of buyer (hotel chains and procurement) is great and for me it is an enormous gain of time. The one to one format is a very good way of going directly to the point in your presentation and to feel the interest of the buyer.”

Olivier Miramon ECF – RESTOFAIR



## Why attend **HOTEC** Europe 2018?

### At **HOTEC**:

- You know ahead of time who is attending
- You know the buyers are pre-qualified, carefully selected senior decision makers
- You get to choose who you want to meet
- You are guaranteed limited competition
- You spend quality, uninterrupted time with the buyers
- You network, build relationships, and get to know the key people in the industry
- You get VIP treatment
- You know the buyers are there to source new suppliers and further their relationships with existing suppliers
- All you have to do is confirm your place, book your flight to Malta and we'll organise the rest



# 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 HOTECEU 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 **HOTECEU** 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.**



“The location was fantastic, and this year the buyers that came to see us, were first class all interested in our products. great networking opportunities highly recommend to anyone to attend”

Ruth Perl, Demista



## **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](mailto:david@questex.com)**

**For more information visit: [www.hoteceu.com](http://www.hoteceu.com)**

**or call: David Zarb Jenkins +356 9944 8862**

**or email: [david@questex.com](mailto: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: \_\_\_\_\_

Product Category: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

Country: \_\_\_\_\_

Postal Code: \_\_\_\_\_

Tel: \_\_\_\_\_

Fax: \_\_\_\_\_

Website: \_\_\_\_\_

## Registration Fees; Please select one:

- €8,950 for 1 person for 12 meetings
- €11,500 for 1 person for 18 meetings
- €14,500 for 2 persons for 18 meetings
- €17,500 for 3 persons for 22 meetings

**Fees Include:** Airport transfers, 3 nights accommodation per person, programmed meals, personalised meeting schedule, a page entry in the event directory & all networking sessions

**Fees Exclude:** Airfare

## Delegate Details

Name: \_\_\_\_\_

Job Title: \_\_\_\_\_

Mobile: \_\_\_\_\_

Email: \_\_\_\_\_

We will confirm receipt within 72 hours. Submission of this form confirms your place at **HOTEC Europe 2018** and commits you to the stated terms and conditions to follow by email.

# 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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### **For further information about HOTECEU Europe 2015 please contact:**

David Zarb Jenkins, Event Director

Tel: +356 9944 8862

Email: [david@questex.com](mailto:david@questex.com)

**[www.hoteceu.com](http://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](http://www.hotecasia.com)

**HOTECEU** Europe [www.hoteceu.com](http://www.hoteceu.com)

**HOTECEU** Middle East [www.hotecme.com](http://www.hotecme.com)

**HOTECEU** North America [www.hotecna.com](http://www.hotecna.com)