

The international exhibition World of Furniture provides 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 Hosted Buyer Program provides to selected buyers a meaningful package of services and benefits which make their visit to the shows a rewarding experience. Join these group of buyers:

VIP BUYERS*	
Top Sourcing Executives:	<ul style="list-style-type: none"> <li>• Free Roundtrip Airfare**</li> </ul>
• Retail stores	<ul style="list-style-type: none"> <li>• Free 3D/2N hotel accommodation</li> </ul>
• Contractors	<ul style="list-style-type: none"> <li>• Free transfer airport-hotel/fair-airport</li> </ul>
• Architects	<ul style="list-style-type: none"> <li>• Free entrance card for World of Furniture</li> </ul>
• Interior design studios	<ul style="list-style-type: none"> <li>• Pre-scheduled meetings with selected exhibitors</li> <li>• Year-round free matchmaking assistance</li> </ul>
TOP LEVEL BUYERS*	
• Buyers from retail and contract markets	<ul style="list-style-type: none"> <li>• Free 3D/2N hotel accommodation</li> </ul>
• Owners of retail/wholesale companies	<ul style="list-style-type: none"> <li>• Free transfer airport-hotel/fair-airport</li> </ul>
• Buyers from architectural and Interior studios	<ul style="list-style-type: none"> <li>• Free entrance card for World of Furniture</li> <li>• Pre-scheduled meetings with selected exhibitors</li> <li>• Year-round free matchmaking assistance</li> </ul>
TRADE VISITOR*	
• Industry professionals	<ul style="list-style-type: none"> <li>• Free entrance card for World of Furniture</li> </ul>
• Buyers not qualified for the Incentive programs	<ul style="list-style-type: none"> <li>• Year-round free matchmaking assistance</li> </ul>

*\*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, Welcoming cocktail and the Bulgarian Furniture of the Year Awards Ceremony.

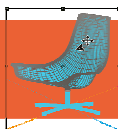
Registration
<p>A. Application to the HB Program will be accepted until 23rd of February</p> <p>B. Submission of the application form does not automatically guarantee the applicant's participation in the HB Program.</p> <p>C. BBCWFI will only accept <b>one application per company.</b></p> <p>D. All sections of the application form must be fully completed. <b>Failure to submit all requirements requested and incomplete application form will not be processed.</b></p> <p>E. If the applicant does not qualify under the HB Program, he/she shall be automatically qualified as Trade Visitor.</p>
Application Checklist
<p>A. Scanned Passport (applicants outside the EU) or ID card (applicants inside the EU)</p> <p>B. Completed HB Program Application Form</p> <p>C. Brief company profile</p>



BRANCH CHAMBER  
OF WOODWORKING  
AND FURNITURE INDUSTRY

WORLD OF  
FURNITURE

furniture,  
interior textile  
and home  
accessories



18-21  
MARCH  
2020

INTER  
EXPO  
CENTER

FIRST NAME			
LAST NAME			
TITLE	Mr.	Mrs.	
COMPANY NAME			
ADDRESS	STREET	CITY	
	ZIP CODE	COUNTRY	
WEBPAGE			
EMAIL ADDRESS			
PHONE			
MOBILE			
Brief Company Profile			
JOB TITLE			
ROLE IN THE COMPANY	Final decision maker Research new products	Recommendatory Other	
NATURE OF BUSINESS	Distributor Retailer Architect Buying agent	Importer/Wholesaler Hospitality/Contract Market Design studio Other	
ANNUAL PURCHASING VOLUME	EUR€ up to 100,000 EUR€ 100,000 - 500,000 EUR€ 500,000 - 1 million	EUR€ 1 million - 5 million EUR€ 5 million - 10 million More than EUR€ 10 million	
CURRENTLY SUPPLYING FROM	Asia Western Europe	Eastern Europe Other	
FREQUENCY OF VISIT	First time		
	Returning - Last visit was on		
REASONS FOR VISIT	Meet current suppliers Meet new partners Place orders	Search new products Other	
PRODUCT GROUP INTEREST			
Please select from the exhibitor list at least five companies you would like to make appointments with during the show. (Buyers are required to attend at least five pre-scheduled meetings.) <a href="https://technomebel.bg/index.php/en/furnitureexpo">https://technomebel.bg/index.php/en/furnitureexpo</a>			
DO YOU NEED INVITATION LETTER FOR VISA		Yes	No
NAMES ON PASSPORT			
PASSPORT/ID NUMBER		PLACE OF ISSUE	
DATE OF ISSUE (dd/mm/yy)		DATE OF EXPIRY (dd/mm/yy)	
DATE OF BIRTH			
PREFERRED ROOM TYPE	Single	Twin	



## TERMS AND CONDITIONS

### I. COMMITMENT OF HB PROGRAM

The qualified buyers for the HB Program are committed to:

- A. Sign an agreement.
- B. Visit World of Furniture in the period 18-21 March 2020.
- C. Follow the mutually agreed travel schedule to achieve the purpose of the program and objectives of the visit.
- D. Accomplish and submit the Buyer Survey Form to the BBCWFI's team or online at the end of the visit.

### II. ATTENDANCE

- A. Attendance of the appointments will be monitored and non-attendance shall constitute a breach of these terms and conditions.
- B. Buyers are required to attend at least five pre-scheduled meetings arranged through BBCWFI.
- C. Hosted buyers who are unable to honor an appointment should contact the exhibitor directly to arrange a more convenient appointment time.
- D. Buyers agree their contact details to be available to all exhibitors at World of Furniture for fixing additional appointments and to the Organizers.

### III. FINANCIAL

Bulgarian Branch Chamber of Woodworking and Furniture Industry will reimburse the cost of a flight to and from Sofia but not the cost of any side trips or layovers.

- A. BBCWFI advises booking your flights as early as possible to ensure that they fall within the **amount of 450.00 Euro.**
- B. BBCWFI will reimburse the sum for flight tickets up to 450 Euro. The expenses for flight ticket over 450 Euro must be covered by the applicant.
- C. BBCWFI will cover baggage costs for **one** bag per person.
- D. **The amount will be reimbursed after submitting all boarding passes and protocol/invoice stating the cost of the flight.**

### IV. CANCELLATION

After having been approved in the program, the Buyer may cancel his/her attendance to The World of Furniture until 1st March 2020 only. Every cancellation will be reviewed as a No Show and the participant will not be reimbursed by the BBCWFI.

Cancellations must be in written and sent via email to

**[office@timberchamber.com](mailto:office@timberchamber.com)**

**The company declares to have carefully read the Terms & Conditions of this offer and agrees to abide by the same.**

\_\_\_\_\_  
Date