



## 28 Havana International Fair

November 1-6, 2010

*Dear Participant:*

*The 28th Havana International Fair- FIHAV 2010 will be held from November 1<sup>st</sup> to the 6<sup>th</sup> at EXPOCUBA*

*This year 's Edition takes place in difficult times for the world economy, in the middle of a global campaign to preserve the environment.*

*Our traditional exhibitors acknowledge the unquestionable success of FIHAV. We take this opportunity to cordially invite entrepreneurs and businessmen of the world to attend this important commercial event.*

*We wish you lots of success; hoping that each day meets your business expectations with new ideas and projects.*

*Welcome to the Havana International Fair*



**Abraham Maciques Maciques**  
**President**  
**Organizing Committee**



## The Fair

**Dates:** November 1-6, 2010

**Hours:** 10am to 6pm

**Venue:** Exhibition Grounds EXPOCUBA

## Organizing Committee

Ministry of Foreign Trade & Investment

Chamber of Commerce of the Republic of Cuba

Havana International Convention Center

EXPOCUBA

## Product Line

FIHAV is a multisectorial commercial fair. The main topics exhibited in FIHAV are:

- Consumer Goods
- Machinery
- Equipment
- Technologies
- Raw Materials
- Services

FIHAV is the ideal show case for your company to exhibit products, finished goods and services to the Cuban market and Latin America, the right place to meet with commercial partners and launch new products, the “not to miss” commercial exhibition for businessmen and entrepreneurs around the World.

## Fair Design

The Havana International Fair takes place across the 25 pavilions of various sizes at the EXPOCUBA Fairgrounds. The total net exhibition area is 25 000 sq.m. Exhibitors at FIHAV are located by country of origin. In accordance with required exhibition space by participants, these are assigned either a section of a hall, a complete hall or more than one hall.

## How to apply

Companies wishing to participate must fill and send the “Application form” through the Havana International Conference Centre Representation Offices, via email to: [pabexpo1@palco.cu](mailto:pabexpo1@palco.cu) or directly at PABEXPO before October 1st. The Registration form must be submitted with the complete information including the required stand layout. To secure space and a location at the Fair, the exhibitor shall settle 50% of the total contracted space at time of application. The remaining 50% of the space and requested services shall be settled in full by October 13th

## Rates in Cuban Convertible Pesos (CUC)

### **Complete Stand (9m2 ONLY)**

**CUC 1100.00**

Includes: Floor space, aluminium structure, modular white panels (2.50 x 0.90m), carpet, fascia with company name, electricity (up to 500w consumption), stand cleaning, display protection, name badges (as per rented space) Official Catalogue entry (max. 10 lines), 1 table, 2 chairs, 1 single outlet, 2 spotlights & 1 paper bin.

### **Shell-scheme Stand**

**CUC 110.00/sq.m**

(min. 12 square metres)

Includes: Floor space, aluminium structure, modular white panels (2.50 x 0.90m), carpet, fascia with company name, electricity (up to 500w consumption), stand cleaning, display protection, name badges (as per rented space) Official Catalogue entry (max. 10 lines)

### **Indoor Open Space**

**CUC 100.00/sq.m**

(min. 20 square metres)

Includes: Floor space, carpet, electricity (up to 500w consumption), stand cleaning, display protection, name badges (as per rented space) Official Catalogue entry (max. 10 lines)

### **Outdoor Open Space**

**CUC 60.00/sq.m**

(min. 12 square metres)

Includes: Floor space,, electricity (up to 500w consumption), stand cleaning, display protection, name badges (as per rented space) Official Catalogue entry (max. 10 lines)

## **Importing Exhibits/Goods for FIHAV 2010**

PALCO is our oficial custom agent in FIHAV 2010. Information on how to import goods can be obtained via:

Agencia Transitaria PALCO

PO Box 16046, Havana, Cuba

Phones: (53) 7 208 32 74 o 208 53 12

Fax: (53) 7 208 75 78

Email: [lianet@palco.cu](mailto:lianet@palco.cu)

## **How to pay**

All our rates are in Cuban Convertible Pesos (CUC). Exhibitors must enquire about applicable currency exchange rates in Cuba. **Please note that payment is not accepted in USD.**

Pay by bank transfer to:

Palacio de Convenciones de La Habana

a/c **030 000 000 260 0620** Swift Code: CCUHH

Banco Financiero Internacional

5ta Ave esq a 92, Miramar, Havana, Cuba

Pay in cash or travellers cheque in Cuban Convertible Pesos (CUC). The following credit cards are accepted: VISA International, MASTERCARD, CABAL o BFI. Payment must be done directly at PABEXPO Finance Department or alternatively at Pavilion 8A in EXPOCUBA once stand construction & building are under way.

## **Important Dates to Exhibitors**

### **Till October 1st**

- ✓ Submit Application Form
- ✓ 50% payment of contracted space
- ✓ Submit design Project to the Organizing Committee
- ✓ Deliver final artwork for catalogue ad (format jpg/size 16 x 22 cms)

**Till October 13th**

- ✓ Full settlement of invoice(payment of the remaining 50% due on space & services)
- ✓ Arrival by sea of exhibition goods

**Till October 23rd**

- ✓ Arrival by air of exhibition goods

**Till October 31st**

- ✓ Application for Product Quality, Design and Advertisement Awards.

For further information please contact us immediately:

PABEXPO- Fairs & Exhibitions

Tel: (537) 271 07 58, 271 66 14 Fax: (537) 271 90 65

E-mail: [pabexpo1@palco.cu](mailto:pabexpo1@palco.cu); [wilma@palco.cu](mailto:wilma@palco.cu)

[www.cpalco.com](http://www.cpalco.com)

## GENERAL PROGRAM

21OCT-31OCT 9am-5pm	Stand assembly with free design (authorized personnel by the Organizing Committee)
27OCT-31OCT 9am-5pm	Exhibitor 's Registration Modular stand assembly
1 November 11am 2pm-6pm	Opening Ceremony Professional Visits
2-5 November 10am-6pm	Professional Visits
4 November 730pm	Award Ceremony
6 November 10am-6pm	Professional Visits
8-12 NOV 9am-5pm	Exhibits withdrawal and wrap up Stand dismantling