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## **International industry fair, building and metal industry fair**

### **„BAU-SARAJEVO“**

It is our pleasure to announce that in the co-organization of Association SPIRITUS and OD "PROFI TEAM" will be held the International industrial fair, building and metal industrie fair called „BAU SARAJEVO“ in the period from 13.05. until 16.05.2020. at the Juan Antonio Samarán / Zetra Olympic Hall in Sarajevo

In a space of 7300 m<sup>2</sup> (indoors - hall Zetra) and 7000 m<sup>2</sup> outdoor space, designed according to the world's fairs, you will have a unique opportunity to present and promote your production potentials and novelties, collections and trends in design, and to connect with business partners and improve your sales to end customers. The Fair as a place for direct meeting of supply and demand and a significant marketing factor will enable you to get to know the competition, get direct business contacts, exchange experiences and ideas, or to get to know your own opportunities and qualities, and thus contribute to your increased competitiveness. At the Fair, you will also have the opportunity to directly sell your products to visitors.

From the moment of its establishment, the "BAU SARAJEVO" Fair plans to become the place of gathering and promotion of all important producers from the Bosnia and Herzegovina, region and Europe, which we have proven by dedication and organization of the fairs in 2017, 2018 and 2019. We enable you to make your appearance at the Fair as a forum for presenting your products and services, as well as an atmosphere in which the visitors will feel comfortable. Be sure that we will do everything to make the visit massive, fair space pleasant, and time for visitors to be optimal. In 2020, you will have the opportunity to secure good sales results for all four (4) days of the fair, both to end customers and legal entities (business entities). We will certainly be at your disposal for any kind of assistance in the preparation and realization of your fair appearance.

Fair is the only sales and marketing medium which in advance provides qualified visitors on Your company stand in direct (face to face) sales environment, who invest their precious time and expences to attend the fair. For this reason the Fair truly presents an extraordinary marketing opportunity.

We also offer great conditions for the fair marketing activity for the company's presentation because there will be a large number of media, reputable figures, as well as professional buyers, directors, traders, company owners, managers, marketing managers and potential investors.

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We as organizers want you as the exhibitor to set concrete goals for the fair presentation in which we can help you. To set goals you need to define exactly what you want from our fair, but we can help you in the following:

1. Increase sales through new orders
2. Introducing new products and services
3. Improving relationships with current customers
4. Market Research
5. Opening new markets or areas
6. Getting media attention
7. Competition verification
8. Improving the image of the company or brand
9. Conducting (organisation) of sales meetings in relation to exhibits

By organizing this fair, we made a step forward in conceptual and organizational terms when it comes to fairs held in neighboring countries, of course, all with the support of exhibitors who believed in this project.

The largest recommendation and reference behind the organization is the organization of the INTERNATIONAL FURNITURE FAIR "SARAJEVO4WALLS".

## CONCEPT OF THE FAIR

The "BAU SARAJEVO" fair has a concept to be a place where companies from the building industry and metal industry will be presented. Companies will present their existing and future projects. Also on the fair we will have a presentation of architectural and design studies.

Fair "BAU SARAJEVO" offers the opportunity for exhibitors to promote and sell their products at fair prices and discounts, in accordance with fair politics. Fair discounts are from 5% to 50%.

On this fair our goal is that the companies from next segments present their products:

- Equipment for building,*
- Scaffolding and Ladders,*
- Porches and formwork,*
- Partition walls and ceilings,*
- Hydro, thermal and sound insulation,*
- The material for final works – Paints and sprays,*
- *Project design*
- Engineering*
- Construction and reconstruction,*
- Equipment for workshops,*

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**SPIRITUS**

- Construction mechanization, machinery and devices,
- Corrosive and anti-fire protection,
- Protective HTZ equipment,
- Concrete, cement, armature,
- Concrete Products,
- Marble, granite, stone, ceramic and granite tiles,
- Bricks and blocks,
- Crip, Tegola and other roof coverers,
- Glass and glass facades,
- Sanitary equipment and sanitary armature,
- Pipes, installations and drain equipment,
- Building constructions and profiles,
- Floor and Wall wraps,
- Prefabricated objects,
- Doors and windows,
- Gates and fences,
- Wooden staircase, parquet, Lamperia,
- Elevators and escalators,
- Construction tool,
- Machinery for building materials industries and other accompanying industries,
- Computer software in construction,
- Real estate and investments,
- Architecture and Urbanism,
- Facades and facade systems,
- Machines and equipment for metalworking,
- Metal Constructions,
- Metal goods of consumer consumption,
- Professional, measuring, manual, pneumatic and hobby tools,
- Special Industrial Machines,
- Machines for processing stone, metal and plastics,
- Welding and protection equipment,
- Hydraulic machines and tools,
- Compressors
- Power Tools,
- Metal products and semi-manufactured products,
- Corrosion protection equipment and products
- Mining mechanization, machinery and appliances

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**SPIRITUS**

Depending on the size of the exhibition space, the participation fee is:

180,00 Euro/dan (exhibition stand 1 – 12 m<sup>2</sup>);

40.00 Euro/m<sup>2</sup> (exhibition stand inside hall ZETRA);

25.00 Euro/m<sup>2</sup> (outdoor exhibition stand );

SMALLEST AVAILABLE INDOOR SPACE IS 30m2.

PRICES ARE WITHOUT TAXES.

For all additional informations please contact us on +387 62 365 670 Saša Matović or +387 66 115 111 Dejan Radović or on email [sarajevo4walls@gmail.com](mailto:sarajevo4walls@gmail.com).

Organization „Sarajevo4Walls“