



BRUSSELS  
FURNITURE FAIR



# BRUSSELS FURNITURE FAIR

6 – 9 NOV 2022



BRUSSELS EXPO

[WWW.FURNITUREFAIRBRUSSELS.BE](http://WWW.FURNITUREFAIRBRUSSELS.BE)







“ This trade fair is unmissable for us. The formula is good and it is well organised for a reasonable price. We see both our Belgian and our international customers there, including many from France.”

– F. Ferri – Franco Ferri



“ We feel at home in Brussels. The organisers are brilliant and they listen to our requirements. The tariffs are very reasonable, certainly by comparison to other trade fairs. Our clients receive a warm welcome and are happy to travel to attend. A must for all furniture industry professionals!”

– O. Vanhaecke – Akante

“ The personal contact with the organisers before, during and after the fair proves how much they value us as a customer. You communicate well and quickly and show your faces. These are things that some other organisations could learn from. A class act!”

– M. Tiggeler – Richmond Interiors





“ One of the most important international trade fairs in Europe. It is important to us that we present ourselves at our best here, the fair deserves that. It is an investment that is very much worth making, with a good return every time.”

– G. Gagliardi – Egoitaliano

“ The first time we participated in the Brussels Furniture fair as Bega Gruppe was a success for us! Our heartfelt thanks for the support from the organisers, which made our participation so easy. We are looking forward to next time”

– J. Möller – Bega Gruppe







# BRUSSELS FURNITURE FAIR

SUN 6 - WED 9 - NOV 2022  
BRUSSELS EXPO  
[WWW.FURNITUREFAIRBRUSSELS.BE](http://WWW.FURNITUREFAIRBRUSSELS.BE)

We can look back with pride at a successful edition of the fair in 2021. Covid-19 notwithstanding, we welcomed some 16,200 high-quality visitors from at least 38 countries, so all the key purchasing groups from abroad were represented. And those who did attend the recent Furniture Fair were wildly enthusiastic about it.



## The Brussels Furniture Fair offers:

- a professionally organised forum at a very attractive level where good business can be done in an optimal environment
- an experienced organisational team that offers personal service, engagement, coordination and follow-up, guaranteeing smooth participation
- a professional and strong campaign that brings the right visitors to your offering



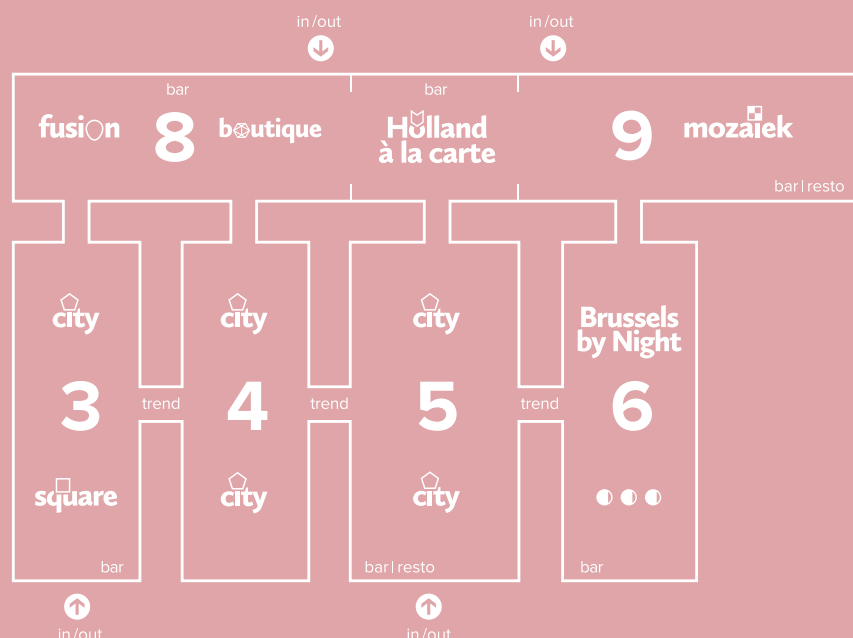
# VISITORS

The Brussels Furniture Fair: 4 brilliant days with an **outstanding attendance** and a great range of **commercial collections**; and **16.171** visitors from 38 countries



The Brussels Furniture Fair has an **international** profile with visitors from 38 countries (60.09 % foreign visitors)

A strong **VIP invitation policy** guarantees the quality of the visitors



**63.000 M<sup>2</sup>** TOTAL TRADE FAIR SURFACE AREA IN 2021

The efforts made by the organisers inspire a great response from exhibitors, who produce a **magnificent offering** and **attractive stands**.

**Clear segmentation for a purchasing-oriented trade fair visit.**

Segmentation tailored to the visitor and a fair format that is clear and sufficiently interesting for buyers. This ensures that not only regular exhibitors, but also newcomers immediately attract the eye of visitors at the Brussels Furniture Fair.

## City

Contemporary design in three halls full of trendy and modern furniture and seating.

## Brussels by Night

The domain of the sleep specialist presented in the perfect atmosphere.

## Fusion

In this atmospheric hall, country and industrial collections are augmented by decoration and home accessories.

## Boutique

Home accessories and decoration. These are inextricably linked to furniture and the interior, meaning that this offering is also perfectly at home here.

## Mozaïek

This is where the entry-level segment of the market is showcased in an ever more attractive way in range of price-conscious, trendy collections.

## Square

A forum for accessible design as an alternative for big international brands. Presented in an all-in stand building concept, this ensures carefree participation in the fair. The central bar as a meeting point creates the necessary ambiance.

## Holland à la carte

A total concept for Dutch manufacturers who feel perfectly at home at this important Benelux trade fair.



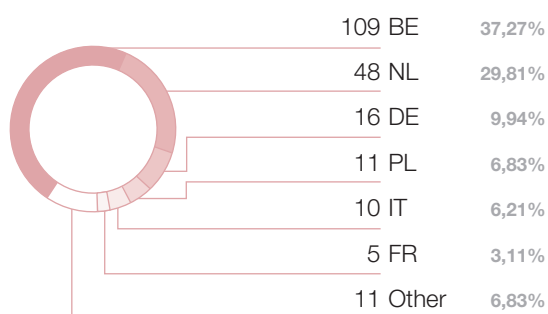
# EXHIBITORS

You can come to us for a comprehensive service: from the construction of simple walls to fully operational stands, lighting, carpet, plants, signage, etc. A guide with details will be supplied following registration.

The Brussels Furniture Fair groups a representative and commercial Belgian and European offering into contemporary collections for a West European market. The high-quality offering is a combination of the complete Belgian furniture industry and a selection of the best European manufacturers, chiefly from the mid-market segment.

A well-planned, **stylish trade fair** with consistently applied décor throughout

**161** exhibitors - **11** different nationalities



## BALTHAZARS STIMULATE AND SUPPORT INNOVATION

detailed information at  
[www.furniturefairbrussels.be/inspiration/balthazars](http://www.furniturefairbrussels.be/inspiration/balthazars)



## BRUSSELS FURNITURE FAIR

6 - 9 NOV 2022



# EASILY ACCESSIBLE

The Brussels Furniture Fair is an important and central **international forum** for the furniture sector.

As a crossroads of cultures in Europe, Brussels is a city in which both Northern and Southern Europe feel perfectly at home. Here you'll meet buyers from across Europe, in a relaxed atmosphere that stimulates buying.

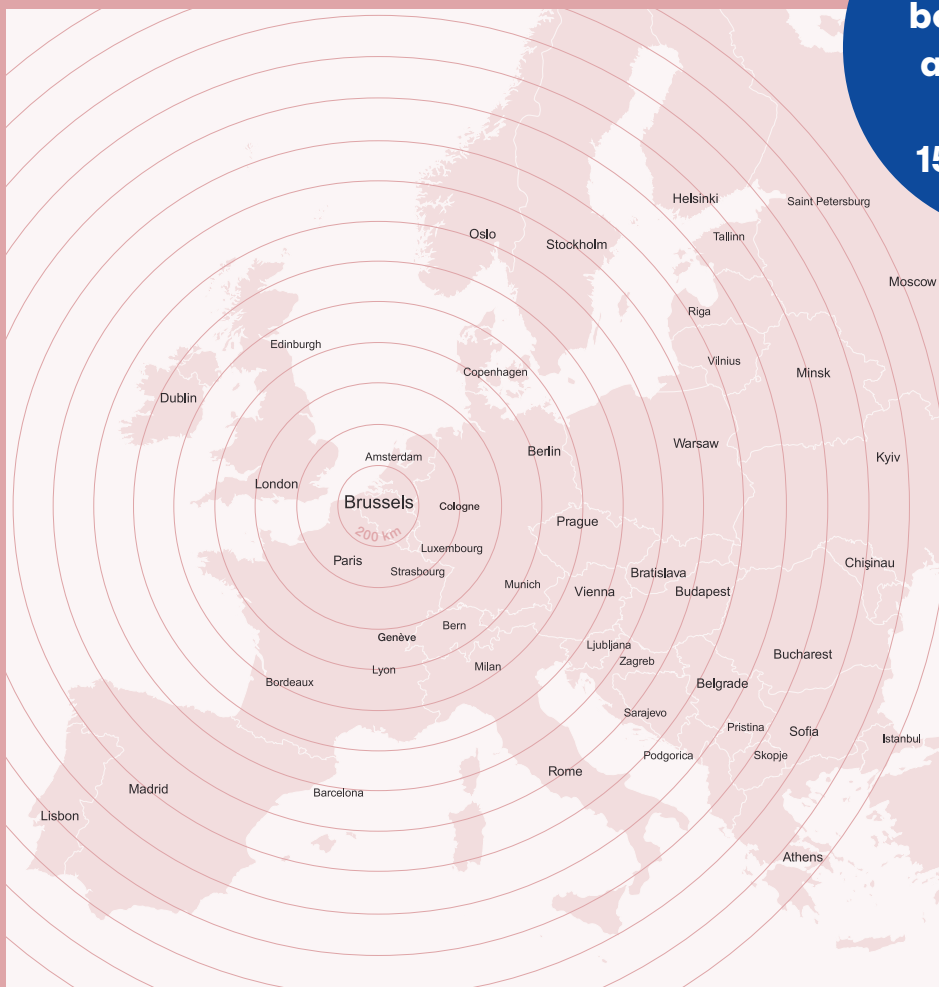
This delivers positive sales results in both the short and the long term. Orders are placed at the fair itself, or the stage is set in Brussels for smooth sales after the fair.

Brussels is easily accessible from all over Europe. The city offers an extensive choice of good, affordable hotels and restaurants, in a convivial but international environment.



Enjoy  
the early  
booking tariff  
and register  
before  
15 May 2022

Brussels is a **vibrant city**,  
attractive and  
**easily accessible**



BRUSSELS  
FURNITURE FAIR

Hof Ter Vleestdreef 5 b7  
1070 Brussels, Belgium  
T +32 2 558 97 20  
adm@furniturefairbrussels.be  
www.furniturefairbrussels.be

# Brussels Furniture Fair | Sun 6 → Wed 9 Nov 2022



**PLEASE SEND THIS FORM,  
DULY FILLED OUT AND SIGNED TO  
BRUSSELS FURNITURE FAIR**  
Hof Ter Vleestdreef 5 b7 | 1070 Brussels | Belgium  
adm@furniturefairbrussels.be

## CONDITIONS FOR PARTICIPATION

- Stand fee: € 83/m<sup>2</sup> (\*)  
(surface area only)

### Overall concept

- Design segment Square: € 142/m<sup>2</sup> (\*)

- File costs: € 300
- Page in catalogue and on the website: € 160
- Required insurance: € 1,20 /m<sup>2</sup>

**(\*) early booking up to and including 15/05/2022: €-10/m<sup>2</sup>**

☐ Interested in a ready-to-use stand

## CATALOGUE DETAILS

☐ The same as 2021 ☐ Use as correspondence address ☐ contract specialist ☐ Extra page in the catalogue (€ 160/page)

COMPANY NAME (for catalogue)

STREET+N°	POSTAL CODE	TOWN
COUNTRY	TEL	FAX
E-MAIL	WEBSITE	

## COORDINATOR

(Must be filled in)

NAME	MOBILE	E-MAIL
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## INVOICE DETAILS

☐ The same as 2021 ☐ Use as correspondence address

COMPANY NAME (for invoice details)

VAT

STREET+N°	POSTAL CODE	TOWN
COUNTRY	E-MAIL INVOICE	
TEL	FAX	

UNDERSIGNED (NAME)

FUNCTION

- Books \_\_\_\_\_ m<sup>2</sup> at ☐ the Furniture Fair Brussels ☐ Square from Nov. 6th until 9th 2022,
- Hereby expressly declares having studied the general regulations drawn up by the Furniture Fair (see above),
- Declares that signature of the present document expressly confirms knowledge of the general regulations and the approval thereof,
- Declares that **the present form, if it is accepted by the Furniture Fair, will act as an irrevocable contract** in accordance with the conditions of the general regulations,
- Declares to respect the deadlines of payment as mentioned in the Art. 8 of the general regulations.

COMPANY STAMP

Place \_\_\_\_\_ Date \_\_\_\_ / \_\_\_\_ / 2022

The undersigned declares being entitled to sign this document for the participating company and guarantees to meet the engagements the present form brings about.

SIGNATURE

## GENERAL REGULATIONS 85<sup>th</sup> EDITION

### 1. ORGANIZER

The Brussels Furniture Fair is organized by the 'Salon International du Meuble - Bruxelles' hereafter known as 'the Furniture Fair'.  
Location: Brussels Expo (Heysel), Place de Belgique 1, 1020 Brussels.  
Dates: from November 6th until 9th 2022.  
Open every day from 9 a.m. until 7 p.m., on Wednesday until 6 p.m.

### 2. PARTICIPANTS

Manufacturers of products intended to be sold by furniture dealers and interior decorators, or considered as secondary products in furniture retailing and interior decoration.

### 3. STAND SPACE

The stand space is the exhibition surface, put at the disposal of the exhibitor and defined in square meters.

### 4. STAND FEE

The stand fee is the expense for the use of the stand space, including the general services mentioned on the enrolment form. The stand costs include the advertisement campaign, the placing of the sign, general supervision, general heating, general lighting and signposting, and the upkeep of the common areas. Erection of stands and electrical connections are not included, except for the all-in concepts.

### 5. CONDITIONS OF PARTICIPATION

File costs: € 300. Stand fee: € 83 per square meter. Minimum stand space: 30 m<sup>2</sup>. Electricity connection and insurance (€ 1,20 /m<sup>2</sup>) are obligatory services. Page in catalogue and on the website: € 160. VAT and any supplementary taxes will be charged to the exhibitor.

### 6. ALL-IN CONCEPTS

The price of the all-in concepts includes the stand hire and the set-up of the stand in accordance with the relevant concept. For Square, this comprises (3m-high) walls, carpet, lighting and electricity.

### 7. ADDITIONAL COSTS

All orders of goods, services or technical achievements can be made through the vademecum, which will be sent to the exhibitor after enrolment. All orders placed during the setting up of the Furniture Fair, or during the Fair itself, are subject to an additional charge. Cancellations are not accepted after October 20th.

### 8. INVOICES AND PAYMENT

- For payments, only transfers on our account (IBAN BE 09 4352 2515 4157 – BIC KREDEB33). Checks are not allowed.
- All bank charges are to the account of the payer.
- All invoices must be paid within 14 days.
- In case of enrolment after September 15th, the file costs, stand fee, insurance and services ordered must be paid immediately.

Exhibitors will only be admitted to their stand after full payment of file costs, stand fee, insurance and provided services.

### 9. OVERDUE PAYMENTS

Interest of 1 % per month and a fixed compensation of 15 % with a minimum of € 50 will be charged automatically without notification on any amount not paid within the agreed periods. The Board of Directors reserves the right, without obligation to give notice of such, to officially and without any other warning take possession of the stand for which the exhibitor has not paid the full rent and/or the file costs by the deadlines given in art. 8. In this case, art. 10 will be implemented.

### 10. ENROLMENT FORM

The registration form should be filled in and signed by the exhibitor and then submitted to the Furniture Fair, and constitutes a definite commitment by the exhibitor. Enrolment will then be confirmed by the Furniture Fair. Enrolment obliges the exhibitor to occupy the allocated stand and to keep it set up and open at all times during opening hours and until the end of the Fair. In the event of cancellation by the exhibitor, all payments (file costs, stand fee and, possibly interest) remain due to the Furniture Fair, even when the stand has been rented to another exhibitor. As participation is on a non-transferable basis, no renounce or transfer - not even partially - is permissible.

### 11. ALLOCATION OF STANDS

The location and shape of the stand space is indicated by the Furniture Fair. Concerning the stand allocation, the Furniture Fair may organize the stands by certain criteria. In case of unforeseen circumstances or force majeure, the Furniture Fair retains the right to change the location of a stand assigned to an exhibitor.

### 12. INSURANCE

The Furniture Fair has signed up to the following policies:

- A legal liability insurance for the amount of € 5,000,000 (for itself and all exhibitors collectively). This policy is complementary even to contracts signed by the exhibitors at a later date.
- An all risk exhibition insurance for the stand materials and the goods on display. The main components of these clauses are described in the Services File.

A copy of the policies will be forwarded to the exhibitor at his request. The exemptions and exclusions of these policies will be charged to the exhibitor. Each participant agrees to pay his share in the all risk exhibition policy. The Furniture Fair declines all responsibility for loss, damage or other harm done to objects and goods on display, of whatever nature and for whatever reason. Personal items are excluded.

### 13. ACCESS

Only professionals possessing the requisite entrance pass issued by the Furniture Fair and reserved for furniture professionals are allowed access to the Fair. Direct sale to individuals is strictly forbidden.

### 14. PUBLICITY

Media Expo is the exclusive partner for publicity outside the stands. No advertising is allowed on vehicles in the car parks reserved for the Furniture Fair and its visitors.

### 15. FIRE PROTECTION

In accordance with the General Regulations of the fire safety measures, drawn up by the Management of Brussels Expo, exhibitors must comply with the legal requirements governing fire safety and the special requirements. In the case of non-compliance, the exhibitor himself is directly responsible for any loss. These regulations are available on request.

### 16. SMOKING BAN

Smoking is forbidden in all exhibition areas where shows for the general public and specific professions are held. This regulation applies both during the show itself and during installation and demolition.

### 17. THEFT OR DAMAGE

In case of theft or damage to property, it is possible to report this to the local police. In case video material is available, it will be handed over to the local authorities.

### 18. ELECTRICAL INSTALLATIONS - CONTROL AND RESPONSIBILITY

All electrical installations within the stands must be carried out in accordance with the General Regulations for electrical installations and the rules of the special regulations of Brussels Expo's electricity department. Prior to the opening of the trade fair, there will be a technical inspection by an independent body, whose decision must be respected. These regulations are available on request.

### 19. SPECIAL ADMISSION

No goods may be brought in or taken out during the Fair, unless written approval is issued by the organizers.

### 20. PRIVACY PROTECTION

The Furniture Fair Brussels processes all personal data that the Applicant-Exhibitor and the Exhibitor provide in accordance with the European privacy protection laws and the Furniture Fair Brussels' Privacy Policy, of which the Applicant-Exhibitor and the Exhibitor declare having taken acknowledgement. The Privacy Policy is available on the Furniture Fair Brussels' website or can be obtained on demand.

### 21. ALL RIGHTS RESERVED

No parts of the website and Fair catalogue may be reproduced without prior written permission from the Furniture Fair of Brussels.

### 22. EVACUATION OF THE STANDS

The exhibitors recuperate their packing material and waste. The exhibitors commit themselves to leave the stand site at the end of the Fair in the same condition in which they found it. Waste, carpet and other materials used in the stand construction must be removed by the exhibitor at the end of the Fair. The adhesive tape used to fix the carpet must also be carefully removed. The costs of removing materials, adhesive tape and paint stains, in other words the clearing up of the buildings and repair of any damage caused by exhibitors, their employees or their stand constructors shall be invoiced to any exhibitor who fails to respect these regulations.

### 23. DIFFERENCES

The exhibitors renounce their right to pursue a claim against the Furniture Fair for whatever reason or whatever damage. The exhibitors have no claim to damages incurred by postponement or cancellation of the Fair due to unforeseen circumstances or force majeure. In the event of an application being rejected the applicant is not entitled to any form of compensation, nor can he hold the Furniture Fair responsible for any damage suffered by the applicant or by third parties. All eventualities not dealt with by these Rules of Procedure will be settled by the Furniture Fair's Board of Directors. All decisions are final. No appeal is possible, and exhibitors commit themselves to abide by this. The applicant undertakes to observe the clauses of the present regulations. In the event of a dispute, the Brussels Courts are the only competent courts for hearing any possible litigation.