

## COMPANY PROFILE / REQUEST FOR SPACE

Please fill out this questionnaire to help us learn about your company and product(s) so that we may better serve you and help assign space within the appropriate product sector.

**CONTACT INFORMATION**

COMPANY NAME: \_\_\_\_\_  
 ADDRESS: \_\_\_\_\_  
 CITY / STATE / ZIP: \_\_\_\_\_ COUNTRY: \_\_\_\_\_  
 PHONE: \_\_\_\_\_ FAX: \_\_\_\_\_  
 WEB: \_\_\_\_\_

CEO / PRESIDENT NAME: \_\_\_\_\_ E-MAIL: \_\_\_\_\_  
 EXPORT MANAGER NAME: \_\_\_\_\_ E-MAIL: \_\_\_\_\_  
 PR / MARKETING MANAGER NAME: \_\_\_\_\_ E-MAIL: \_\_\_\_\_  
 SHOW MANAGER NAME: \_\_\_\_\_ E-MAIL: \_\_\_\_\_

Are your products professionally distributed or are you manufacturer direct? PROFESSIONALLY DISTRIBUTED MANUFACTURER DIRECT

CHANNEL(S) OF DISTRIBUTION (please check all the appropriate boxes):

- |                                                      |                                         |                                        |                                              |                                                    |
|------------------------------------------------------|-----------------------------------------|----------------------------------------|----------------------------------------------|----------------------------------------------------|
| <input type="checkbox"/> 1 Retail / Specialty Stores | <input type="checkbox"/> 3 Mass Market  | <input type="checkbox"/> 5 Franchising | <input type="checkbox"/> 7 Duty Free Shops   | <input type="checkbox"/> 9 Drug Store / Apothecary |
| <input type="checkbox"/> 2 Mail Order                | <input type="checkbox"/> 4 Beauty Salon | <input type="checkbox"/> 6 Hair Salon  | <input type="checkbox"/> 8 Department Stores | <input type="checkbox"/> 10 Spa                    |

COMPANY SALES (please check appropriate boxes): National Sales: \_\_\_\_\_ % Export Sales: \_\_\_\_\_ %

List countries that currently receive your exports: \_\_\_\_\_

List countries that you would like to export to: \_\_\_\_\_

Do you have branch offices in international markets: YES NO

If, so where: \_\_\_\_\_

**COMPANY PARTICIPATION AT SHOWS**

Does your company participate at the following shows (please check all that apply):

- |                                                                                 |                                              |                                                     |                                                                                |
|---------------------------------------------------------------------------------|----------------------------------------------|-----------------------------------------------------|--------------------------------------------------------------------------------|
| <input type="checkbox"/> 11 COSMOPROF BOLOGNA                                   | <input type="checkbox"/> 15 BEAUTYEURASIA    | <input type="checkbox"/> 18 HBA NEW YORK            | <input type="checkbox"/> 21 LUXE - PACK NEW YORK                               |
| <input type="checkbox"/> 12 COSMOPROF ASIA                                      | <input type="checkbox"/> 16 PREMIERE ORLANDO | <input type="checkbox"/> 19 BEAUTYWORLD MIDDLE EAST | <input type="checkbox"/> 22 INTERNATIONAL ESTHETICS, COSMETIC & SPA CONFERENCE |
| <input type="checkbox"/> 13 AMERICA'S BEAUTY SHOW                               | <input type="checkbox"/> 17 IBS NEW YORK     | <input type="checkbox"/> 20 ISSE LONG BEACH         | <input type="checkbox"/> 23 BEAUTY WORLD FRANKFURT                             |
| <input type="checkbox"/> 14 OTHERS (please specify name & show location): _____ |                                              |                                                     |                                                                                |

## PRODUCTS TO BE EXHIBITED

Please check all categories that will be exhibited at Cosmoprof North America.

### **COSMETICS & PERSONAL CARE: Pavilion A**

24 Facial Basic Care & Treatment Cosmetic Products	29 Natural / Organic Cosmetic Products	34 Shaving Products & Accessories
25 Makeup Products	30 Health Products	35 Cosmetic Sundries (cotton swabs, applicators, etc)
26 Hand Products	31 Hair Accessories	36 Gift Items
27 Bodycare & Toiletries	32 Hair & Scalp Care Products (non-professional use)	37 Home Décor
28 Aromatherapy Products	33 Bathroom Products & Accessories	38 Trade Association

### **PACKAGING, CONTRACT MANUFACTURING & PRIVATE LABEL: Pavilion B**

39 Manufacturing for third parties	46 Boxes, cartons & cases (shipping)	53 Conditioning machines
40 Raw & semi-processed materials for cosmetic products	47 Labels of bottles & boxes	54 Consulting & design firm
41 Atomizers, aerosol bottles & valves	48 Ribbons, labels & packing materials	55 Education
42 Glass, metal & plastic containers	49 Packing & wrapping materials (shipping)	56 Software
43 Factices & perfume bottles	50 Laboratory equipment	57 Shopping Bags
44 Small metal & plastic tubes	51 Production process tools & equipment	38 Trade Association
45 Cosmetics appliers	52 Packaging machines	

### **WELLNESS & SPA: Pavilion C**

58 Beauty Products for professional use	65 Professional clothing	72 Electro-stimulation accessories
59 Professional makeup	66 Disposable items for beauticians	73 Franchising
60 Natural cosmetic products for professional use	67 Spa Equipment	74 Education
61 Disposable products for application & treatment	68 Sun-tanning lamps, solariums	75 Hydro-massage baths, saunas, Turkish baths
62 Cosmetic products for depilatory	69 Equipment for body massage	76 Mud & salts
63 Equipment & articles for depilation	70 Fitness Equipment & Furniture	77 Skincare products
64 Hair removal laser	71 Electromechanical equipment & tools	38 Trade Association

### **PROFESSIONAL HAIR, NAIL & TOOLS: Pavilion D**

78 Haircare products	88 Hairbrushes	98 Nail Color
79 Hair hygiene products / Hair treatments	89 Flatirons & straighteners	99 Rollers
80 Hair styling products	90 Wigs, toupees, hair extensions	100 Furniture / décor for hair salons
81 Tools & equipment for hairdressers	91 Hand hairdryers	101 Services for hairdressers
82 Professional clothing	92 Hairdryers	102 Tools & articles for manicurists
83 Professional sundries supplies	93 Hydraulic pumps for chairs	103 Products for nail reconstruction, gels, acrylics, wraps
84 Article & appliances for hairdressers	94 Powder brushes	104 Nail implements
85 Caps / Clippers / Foil	95 Brushes, thermal brushes	105 Education
86 Bleach	96 Hair glue & Bonding	38 Trade Association
87 Hair Color	97 Professional scissors, razors	

**REQUEST FOR SPACE**

Please use this form to request exhibit space for Cosmoprof North America.

This is NOT an official contract. After this form is processed, you will receive the contract and booth information.

Brand (Product Name): _____	Country of Origin: _____
Brand (Product Name): _____	Country of Origin: _____
Brand (Product Name): _____	Country of Origin: _____
Brand (Product Name): _____	Country of Origin: _____
Brand (Product Name): _____	Country of Origin: _____
Brand (Product Name): _____	Country of Origin: _____

**Cosmoprof North America offers two exhibit space options:**

**Raw Space (minimum 24 square meters)**

A raw space booth contains nothing but the concrete. You are responsible for building the space to your liking. All raw space must have perimeter walls and the entire surface space needs to be carpeted. Raw space is appropriate for companies who already own a booth. Please note that you must submit a photo of the completed booth to show management for approval.

**Ready Stand (minimum 12 square meters)**

When you purchase a ready stand booth, the booth is already set up for you. All you need to do is bring products and promotions you wish to feature. You can also bring pop-up signs, banners and the like. The minimum size available is 12 square meters (approximately 129 square feet).

Please indicate the size and type of booth space you are interested in by pavilion:

Pavilion A: _____	square meters	<input type="checkbox"/>	Raw Space (min. 24 sq. m.)	<input type="checkbox"/>	Ready Stand (min. 12 sq. m.)
Pavilion B: _____	square meters	<input type="checkbox"/>	Raw Space (min. 24 sq. m.)	<input type="checkbox"/>	Ready Stand (min. 12 sq. m.)
Pavilion C: _____	square meters	<input type="checkbox"/>	Raw Space (min. 24 sq. m.)	<input type="checkbox"/>	Ready Stand (min. 12 sq. m.)
Pavilion D: _____	square meters	<input type="checkbox"/>	Raw Space (min. 24 sq. m.)	<input type="checkbox"/>	Ready Stand (min. 12 sq. m.)

Meeting Room \_\_\_\_\_ various sizes available.

Do not place my space near the following companies: \_\_\_\_\_

**RETURNING THIS FORM**

**FAX** 480-905-0708  
Attn: Sales Department

**MAIL TO:**  
PBA | Cosmoprof North America Sales Office  
15825 N. 71st Street, Suite 100  
Scottsdale, AZ 85254 | USA

**QUESTIONS** 800-557-3356  
(480-281-0424)

Once your Request for Space has been received, Show Organizers will contact you with the official contract and booth placement. Show Organizers make the final decision about where products best fit into show categories and pavilions. Booth assignment is the exclusive responsibility of the Show Organizers and takes place at their discretion. Any special requests expressed by the Exhibitor shall be construed to be of a purely indicative nature and may in no way be interpreted either as generating any commitment on the part of the Show Organizers or as creating any sine qua non conditions to the application. The Show Organizers have the faculty to move the Exhibitor to another area, without any indemnity or other damages, for any motive whatsoever. Without prejudice to his/her contractual obligations, the Exhibitor may not claim any indemnity or other damages arising from his/her failure to be admitted to said pavilions. Behaviour within the pavilions shall be regulated by specific rules drawn up by the Show Organizers.

**SIGNING THIS FORM**

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

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

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

**Please be aware that booth sharing is NOT allowed at the show. Also, please be aware that cash-and-carry sales are NOT allowed.**