



# STANDS & SERVICES GUIDE

**16-19 NOV. 2010 - Eurexpo Lyon, France**

This is your detailed guide to the Piscine 2010 services.

## NEW STAND OPTIONS

Exclusive: be among the first Piscine exhibitors to benefit from the "Déco" packages!

- **"Déco Confort" package** for stands measuring 18 to 54 m<sup>2</sup>
- **"Déco Expo" package** for stands measuring 55 to 81 m<sup>2</sup>

**Customise your stand using our range of fittings options** (colours, furniture, visuals, stand design).

**Save time thanks to a dedicated stand advisor** who will handle your stand logistics up to the opening of the show.

## NEW SERVICES

- **The "Connect Affaires" kit:** highly efficient means of attracting and making contact with all the professionals you want to meet.
- **The "Connect International" kit:** the global swimming pool market summed up in 8 studies, 30,000 web pages and export assistance.
- **The "Connect Réseaux" kit:** take care of your teams and visitors without spending all your time doing so. Leave your logistics problems to us, and focus on welcoming your guests.

## ■ SUMMARY OF SERVICES

	SPACE ONLY Reservation COMPULSORY	"BASIC" PACKAGE	"DÉCO CONFORT" PACKAGE	"DÉCO EXPO" PACKAGE	"START-UP" PACKAGE
Surface area	Minimum 18 m <sup>2</sup>	from 18 m <sup>2</sup>	18 to 54 m <sup>2</sup>	55 to 81 m <sup>2</sup>	9 m <sup>2</sup>
Price exc. VAT	€170 / m <sup>2</sup>	€65 / m <sup>2</sup>	€155 / m <sup>2</sup>	€138 / m <sup>2</sup>	€2,865
Carpet	No	Yes	Yes	Yes	Yes
Melamine partition	No	Yes	Yes	Yes	Yes
Exhibitor sign with stand no.	No	Yes	Yes	Yes	Yes
Cupboard	No	No	Yes	Yes	No
Lighting (1 track w. 3 spotlights/9 m <sup>2</sup> )	No	1	Yes	Yes	1
Furniture credit	No	No	€18 / m <sup>2</sup>	€18 / m <sup>2</sup>	No
Power supply	No	3 kW daytime single-phase	3 kW daytime single-phase	4 kW daytime single-phase	2 kW daytime single-phase
Advice & assistance with logistics: - Management of stand fitting - Management of orders for additional fittings (orders invoiced if not included in the package) - Management of orders for technical services (orders invoiced if not included in the package)	No	No	Yes	Yes	No
Daily stand cleaning	No	Yes	Yes	Yes	Yes
"Connect Affaires" kit	No	No	Supplement of €25 / m <sup>2</sup>	Supplement of €20 / m <sup>2</sup>	No
"Connect International" kit	No	No	Supplement of €25 / m <sup>2</sup>	Supplement of €20 / m <sup>2</sup>	No

# NEW AND EXCLUSIVE AT PISCINE 2010 DÉCO PACKAGE STANDS!

New  
MEM

## WHAT IS THE REAL NOVELTY WITH THE DÉCO PACKAGE?

A dedicated advisor who will take stand management off your hands from construction through to exhibition opening.

The Piscine dedicated advisor will take care of:

- fitting out your stand in line with your recommendations (choice of colours, stand design, furniture order, incorporation of your visuals, etc.)
- managing orders for additional fittings (lighting, floral decoration, hostess, signage, floor, podium, etc.). Orders invoiced if not included in the package.
- managing orders for technical services (filling and emptying of your pools, car park permits, slings, etc.). Orders invoiced if not included in the package.

## "DÉCO CONFORT" PACKAGE

18 to 54 m<sup>2</sup>



## "DÉCO EXPO" PACKAGE

55 to 81 m<sup>2</sup>



### ■ STAND FITTINGS (included in fixed price)

- PARTITIONS WITH PEBBLE-GREY ALUMINIUM STRUCTURE, WHITE MELAMINE PANELS, HEIGHT 250 CM,
- 2 GLUED PARTITIONS AT EDGES OF STAND (CHOICE OF 4 SHADES),
- 2 WOOD-EFFECT DECORATIVE PANELS,
- 1.5 M<sup>2</sup> CUPBOARD IN CORNER,
- TUFTED CARPET (CHOICE OF 4 SHADES),
- ALCOVE WORK AREA UNDER THE ARCH:
  - PEBBLE-GREY ALUMINIUM STRUCTURE: WIDTH 135 CM X DEPTH 200 CM X HEIGHT 300 CM
  - COVERED WITH A WHITE AWNING
  - FACADE PANELS 240 CM HIGH MADE OF TRANSLUCENT MAKROLON® (CHOICE OF 4 SHADES) OR CUSTOMISED VISUAL ON NON-WOVEN FABRIC
- 2 AISLE SIGNS, WHITE OR BLACK LETTERING ON PVC (CHOICE OF 4 SHADES),
- LIGHTING: 1 TRACK WITH 3 SPOTLIGHTS PER 9 M<sup>2</sup> MODULE,
- SWITCH BOX WITH 3 kW DAYTIME POWER SUPPLY,
- FURNITURE: CREDIT OF €18 / M<sup>2</sup>, FURNITURE CHOSEN FROM A PROPOSED SELECTION.

### ■ STAND FITTINGS (included in fixed price)

- PARTITIONS WITH PEBBLE-GREY ALUMINIUM STRUCTURE, WHITE MELAMINE PANELS, HEIGHT 250 CM,
- 2 GLUED PARTITIONS AT EDGES OF STAND (CHOICE OF 4 SHADES),
- 3 WOOD-EFFECT DECORATIVE PANELS,
- 3 M<sup>2</sup> CUPBOARD,
- TUFTED CARPET (CHOICE OF 4 SHADES),
- ALCOVE WORK AREA UNDER THE ARCH:
  - PEBBLE-GREY ALUMINIUM STRUCTURE: WIDTH 300 CM X DEPTH 200 CM X HEIGHT 300 CM
  - COVERED WITH A WHITE AWNING
  - FACADE PANELS 240 CM HIGH MADE OF TRANSLUCENT MAKROLON® (CHOICE OF 4 SHADES) OR CUSTOMISED VISUAL ON NON-WOVEN FABRIC
- 2 CURVED AISLE SIGNS FIXED TO PARTITIONS,
- LIGHTING: 3 TRACKS WITH 4 SPOTLIGHTS,
- SWITCH BOX WITH 4 kW DAYTIME POWER SUPPLY,
- FURNITURE: CREDIT OF €18 / M<sup>2</sup>, FURNITURE CHOSEN FROM A PROPOSED SELECTION.

Non-contractual illustrations

# SPACE ONLY, "BASIC" STAND PACKAGE & "START-UP" STAND PACKAGE

## ■ SPACE ONLY:

**IF YOU WISH TO FIT OUT AND DECORATE YOUR STAND YOURSELF.**

Your space (minimum 36 m<sup>2</sup>) is indicated by markings on the floor.

**Exclusive: assistance from the SEPELCOM Design Office**

### Want to call on the services of a stand designer?

With more than 10 years of experience at the Piscine exhibition, hundreds of stands to its name and in-depth knowledge of the Eurexpo site, there is no doubt that the Sepelcom Design Office is **the most competitive stand designer.**



Examples of creations

See more examples of creations at [www.piscine-expo.com](http://www.piscine-expo.com), "Exhibit" section, then "Fit out your stand".

## PEOPLE TO CONTACT REGARDING STAND DESIGN: SEE BELOW

## ■ "BASIC" STAND PACKAGE:

**A SHELL SCHEME STAND FOR YOU TO EQUIP AND CUSTOMISE AS YOU WISH.**

Minimum 18 m<sup>2</sup>



### STAND EQUIPMENT

- NAVY BLUE CARPET,
- PARTITION WALLS,
- AN EXHIBITOR SIGN,
- A 3 kW POWER SOCKET,
- A TRACK WITH 3 SPOTLIGHTS PER 9 m<sup>2</sup>,
- STAND CLEANING.

### Need a supplier for additional stand fittings?

Carpet, cupboard, office, bar, lighting, signage, furniture, plants, plasma screen, etc.

## YOUR SEPELCOM CONTACTS REGARDING STAND DESIGN OR ADDITIONAL FITTINGS

◆ **For additional fittings** (carpet, floor, cupboard, lighting, signage, furniture, etc.)  
Dorine DUBOURDEAU  
[dorine.dubourdeau@sepelcom.com](mailto:dorine.dubourdeau@sepelcom.com) - Tel.: 33 (0)4 72 22 31 17

◆ **For creation of a custom-built stand** (with 3D design, technical drawing, etc.)  
Christophe YEGHIAZARIAN  
[concept@sepelcom.com](mailto:concept@sepelcom.com) - Tel.: 33 (0)4 72 22 33 15

## ■ "START-UP" STAND PACKAGE:

### A SIMPLIFIED OFFER TO START OUT AT YOUR FIRST EXHIBITION.

The start-up package is reserved for new companies (that have been in existence for more than one year and less than three years and have never taken part in an exhibition before).

The start-up package comprises a 9 m<sup>2</sup> pre-fitted stand, inclusion in the online catalogue and the registration fee.



#### STAND FITTINGS

- NAVY BLUE CARPET,
- PARTITION WALLS,
- AN EXHIBITOR SIGN,
- A 2 kW POWER SOCKET,
- A TRACK WITH 3 SPOTLIGHTS,
- 2 EXHIBITOR BADGES,
- STAND CLEANING.

#### Conditions of offer

**Offer limited to 12 stands.** The organiser reserves the right to turn down applications without giving reasons.

The location is allocated by the organiser.

The company must declare that it has never taken part in an exhibition before.

Offer reserved for individual exhibitors whose activities are found on the Piscine list of products and services.

The offer may not be claimed in conjunction with any other offer.

The application file consists of the present contract accompanied by a covering letter, the balance sheet of the previous financial year and an extract from the trade & companies register.

## DESCRIPTION OF SERVICES

### ■ "CONNECT AFFAIRES" KIT

- E-mailing to addresses in the Piscine visitor file before exhibition,
- Individual business meetings during exhibition,
- Extract from the 2010 post-exhibition visitor file (except e-mail) (number of recipients limited to 1500).

#### PRICES "CONNECT AFFAIRES" KIT

With "DÉCO CONFORT" packages: €25 exc. VAT/m<sup>2</sup>  
With "DÉCO EXPO" packages: €20 exc. VAT/m<sup>2</sup>  
With other stand options: €1,700 exc. VAT

### ■ "CONNECT INTERNATIONAL" KIT

- Import/export assistance at the exhibition: information on transport, customs, legislation and tax in most destinations around the world.
- 30,000-page web portal (legislation, customs, transport, financing, etc.)
- Choice of 5 swimming pool market surveys (Brazil, Russia, India, China, United Arab Emirates, Tunisia, Thailand, Turkey)
- Assistance with hospitality before and during show: badges, bookings of hotels.
- INTERPRETER OPTION: on request

#### PRICES "CONNECT INTERNATIONAL" KIT

With "DÉCO CONFORT" packages: €25 exc. VAT/m<sup>2</sup>  
With "DÉCO EXPO" packages: €20 exc. VAT/m<sup>2</sup>  
With other stand options: €1,700 exc. VAT

### ■ "CONNECT RÉSEAUX" KIT: LEAVE THE MANAGEMENT OF YOUR MEMBERS OR GROUPS TO US

- Special reception at the show entrance, visitor kits handed out.
- Preparation and dispatching of badges prior to the exhibition.
- Assistance with hospitality before and during show, bookings of hotels.
- Meeting room booking.

#### PRICES "CONNECT RESEAUX" KIT

Per person: €25 exc. VAT

# CUSTOMISATION & ADDITIONAL OPTIONS FOR DÉCO PACKAGE STANDS

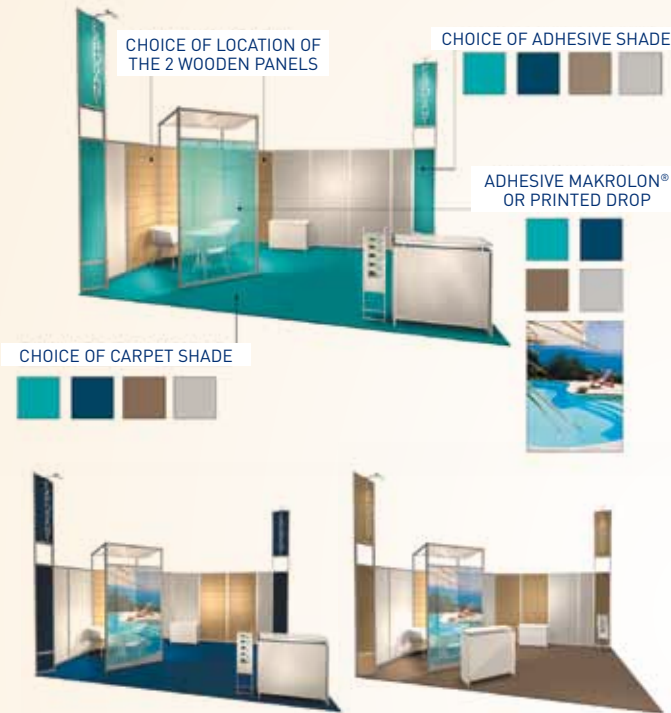
## "DÉCO CONFORT" PACKAGE

## "DÉCO EXPO" PACKAGE

### CUSTOMISATION OPTIONS (included in fixed price)

- CHOICE OF 4 SHADES FOR THE CARPET, STAND EDGE PARTITIONS AND SIGNS,
- LOCATION OF THE 2 WOOD-EFFECT DECORATIVE PANELS, CUPBOARD, ARCH AND FURNITURE,
- ARCH FACADE PANELS: TRANSLUCENT MAKROLON® (CHOICE OF 4 SHADES), OR YOUR VISUAL PRINTED ON NON-WOVEN FABRIC.

- CHOICE OF 4 SHADES FOR THE CARPET, STAND EDGE PARTITIONS AND SIGNS,
- LOCATION OF THE 3 WOOD-EFFECT DECORATIVE PANELS, CUPBOARD, ARCH AND FURNITURE,
- ARCH FACADE PANELS: TRANSLUCENT MAKROLON® (CHOICE OF 4 SHADES), OR YOUR VISUAL PRINTED ON NON-WOVEN FABRIC.



### ADDITIONAL OPTIONS\* (supplements invoiced)

- HIGH-LEVEL SIGNAGE,
- SIGNAGE ON PARTITIONS,
- IMITATION COCONUT CARPET INLAY,
- SHELVING, PODIUMS,
- FLORAL DECORATION,
- LIGHTING SUSPENDED FROM ALUMINIUM FRAME BENEATH ARCH.

- SIGNAGE ON PARTITIONS,
- HIGH-LEVEL SIGNAGE ON LIGHTING BRIDGE,
- SIGN ON SELF-SUPPORTING COLUMNS,
- IMITATION COCONUT CARPET INLAY,
- SHELVING, PODIUMS,
- FLORAL DECORATION,
- LIGHTING SUSPENDED FROM ALUMINIUM FRAME BENEATH ARCH.



\* Options to be ordered from your stand advisor once the Exhibitor Technical Guide has gone online

Non-contractual illustrations

# LIST OF PRODUCTS & SERVICES

## CONSTRUCTION INSTALLATION

### CONSTRUCTION PROCEDURES

- 760101 New construction
- 760102 Transformation
- 760103 Refurbishment
- 760104 Leak detection
- 760105 Fountain

### POOL STRUCTURES

- 760201 Pool - Inflatable structure
- 760202 Pool - Single-shell
- 760203 Pool - Above-ground
- 760204 Moulded concrete blocks
- 760205 Pool - Galvanised steel panels
- 760206 Pool - Aluminium panels
- 760207 Pool - Concrete panels
- 760208 Pool - Wood panels
- 760209 Pool - Composite material panels
- 760210 Pool - Polyester panels
- 760211 Submerged portholes
- 760212 Pools/structures (other)
- 760214 Mobile pool base
- 760215 Stainless steel structures
- 760216 Formwork panels
- 760217 Curbstones

### LININGS

- 760301 Waterproofing
- 760302 Liner
- 760303 Re-inforced liner
- 760304 Tiling
- 760305 Paint
- 760306 Tools and accessories
- 760307 Mosaics
- 760308 Pool coating (other)
- 760309 Non-slip coating traitement for floor
- 760310 Ceramical coating

## EQUIPMENT AND POOL ACCESSORIES

### LIGHTING/ELECTRICITY

- 760401 Indoor lighting
- 760402 Underwater lighting
- 760403 Safety lighting
- 760404 Fibre-optics
- 760405 Electricity production
- 760406 Electricity distribution
- 760407 Electrical fittings
- 760408 Manufacturer of transformer
- 760409 Energy - control and advice

### HEATING/REFREGIRATION AIR CONDITIONNING

- 760501 Heating/cooling/ air conditioning processes
- 760502 Heating/cooling/ air conditioning production
- 760503 Heating/cooling/ air conditioning distribution

- 760504 Heating/cooling/ air conditioning fittings
- 760505 Heating/cooling/ air conditioning regulation
- 760506 Solar heating
- 760507 Dehumidification
- 760508 Heat exchangers
- 760509 Liquid solar fabric
- 760510 Solar covers
- 760511 Renewable energy sources
- 760512 Heat pumps

### AERAILIC

- 760601 Air diffuser
- 760602 Air extractor
- 760603 Air treatment
- 760604 Air ventilation
- 760605 Airflow regulation

### SONORISATION

- 760700 Sound system
- 760701 Central control (sound systems)
- 760702 Sound system equipment
- 760703 Underwater sound
- 760704 Transmitters/receivers (sound systems)

### POOL ACCESSORIES

- 761101 Pool ladders and steps
- 761102 Diving boards
- 761103 Facilities for people with reduced mobility
- 761105 Water games
- 761106 Paddling pool
- 761110 Rocks
- 761111 Waterfalls
- 761112 Overflowing accessories
- 761113 Racing lanes
- 761114 Wave generators

### SWIMMING ARTICLES

- 762801 Buays
- 762802 Palms, masks, tubas
- 762803 Bath towels and sheets
- 762804 Bathing suits
- 762805 Inflatable furniture

## MAINTENANCE

### FILTRATION

- 760801 Sand filters
- 760802 Diatomic filters
- 760803 Cartridge filters
- 760804 Filtration room
- 760805 Built-in parts
- 760806 Pumps
- 760807 Valves and connections
- 760808 Skimmers
- 760809 Water circulation pipes
- 760810 Filtration systems (other)

### WATER TREATMENT

- 760901 Bromine
- 760902 Chlorine

- 760903 Salt electrolysis
- 760904 Ionisation
- 760905 Ozone
- 760906 PHMB
- 760907 Regulation and monitoring
- 760908 Flocculent products
- 760909 Water treatment (other)
- 760910 Ultraviolet

### MAINTENANCE EQUIPEMENT

- 761001 Vacuum cleaners
- 761002 Automatic equipment (maintenance)
- 761003 Manual equipment (maintenance)
- 761004 Maintenance products
- 761005 Maintenance equipment (other)

## PROTECTION /SECURITY

### PROTECTION /SECURITY

- 761301 Winter roll up covers
- 761302 Alarms
- 761303 Barriers
- 761304 Winter shields pool
- 761305 Winter covers
- 761306 Roll up covers
- 761307 High swimming pool shelter
- 761308 Swimming pool shelters (other)
- 761309 Mecanization of swimming pool shelters
- 761310 low swimming pool shelters
- 761311 Telescopic swimming pool shelters
- 761312 Automatic cover
- 761313 Sliding shutters
- 761314 Shutter type safety cover
- 761315 Travelling shutters
- 761316 Wood swimming pool shelters

## HEALTH/WELLNESS

### SPA

- 762001 Spa - Hot tub
- 762002 Health spa
- 762003 Wave generators
- 762004 Countercurrent swimming
- 762005 Underwater massaging
- 762006 Therapeutic pool equipment
- 762007 Spa covers
- 762008 Spa water treatment
- 762009 Spa spare parts
- 762010 Gazebo
- 762011 Spa-Hot tub accessories
- 762012 Blowers

### SAUNA/HAMMAM

- 763401 Hamman
- 763402 Sauna
- 763403 Solarium
- 763404 Solaria relaxing equipment
- 763405 Hydrotherapy
- 763406 Infrared cabin

## FITNESS

- 763501 Fitness equipment
- 763502 Cardio training equipment
- 763503 Re-education equipment
- 763504 Body building equipment
- 763505 Aquafitness equipment
- 763506 Aquatic body building equipment
- 763507 Aquatic re-education equipment

## SERVICES

### CONCEPTION/INSTALLATION

- 762101 Design offices
- 762102 Software conception, editors
- 762103 Data bank
- 762104 Conception material
- 762105 Specialized services
- 762106 Developer
- 762107 Installation equipment
- 762108 Surveying equipment
- 762109 Leaks detection
- 762110 Specialized delivery to private person with handling

### ORGANISMES/SERVICES/PRESSE

- 762301 Technical centers
- 762302 Laboratories
- 762303 Engineering companies
- 762304 Internet and web sites
- 762305 Training organisations
- 762306 Finance, insurance companies
- 762307 Maintenance companies
- 762308 Trade unions and organizations
- 762309 Standardisation and qualification organizations
- 762310 Exhibitions and fairs organizer
- 762311 Press
- 762312 Consulting
- 762313 Chamber of commerce / Consulate / Embassy

### NETWORK

- 762501 Networks

### SWIMMING POOL INDUSTRY SUPPLIERS

- 762600 Supplier for swimming pool industry (Other)
- 762601 Plastic industry
- 762602 Textile industry
- 762603 Chemical industry
- 762604 Metallurgy
- 762606 Spare parts