

# EXHIBITOR'S MANUAL

 **ExpomedICAL 2023**

19th. International Trade Show for Products, Services  
and Equipment for the Healthcare Sector


**20-21-22 | SEPTEMBER**

**PARTICIPATE, TOGETHER WITH 200 EXHIBITORS, in the largest  
healthcare exhibition in Spanish speaking countries**

Centro **COSTA  
SALGUERO**  
Buenos Aires,  
Argentina



 (54-11) 3692-5890

 [info@expomedical.com.ar](mailto:info@expomedical.com.ar)

   [expomedical](https://www.expomedical.com.ar)

[www.expomedical.com.ar](http://www.expomedical.com.ar)

ORGANIZACIÓN Y REALIZACIÓN:

 **MERCOFERIAS S.R.L.**

## FACTS ABOUT EXPOMEDICAL 2023



### Venue / CENTRO COSTA SALGUERO

- Av. Costanera R. Obligado 1221, esquina J. Salguero, Ciudad Autónoma de Buenos Aires
- [www.centrocostasalguero.com](http://www.centrocostasalguero.com)

### Schedule

Samples delivery and decoration Key in Hand booths Tuesday, September 19th, from noon until 10 p.m

Wednesday, September 20th from 08:00 a.m to 11 a.m.

Machines or equipment that can not be handcarried must be entered before Tuesday, September 19th at 08:00 p.m

### Period Expomedical opens to the public

- Wednesday, September 20th, from 12: p.m to 7:00 p.m
- Thursday, September 21th, from 12:00 p.m to 7:00 p.m
- Friday, Septiembre 22nd, from 12 p.m to 7:00 p.m

### Withdrawal of products and decoration elements

Friday, September 22nd, from 7:15 p.m to 10:00 p.m

### SECURITY ADVISE

The Organisers shall provide 24 hours personnel for general vigilance duties, who will be responsible for keeping the order and dealing with unexpected events, but who will not be responsible for thefts or petty larceny, in open or closed booths. When closed

to the public, only the Fair security staff and the exhibitor's staff carrying written authorisation by the S.C. may remain on the premises. Exhibitors are strongly suggested not to leave small valuable products and notebooks unattended.

## Listing in the official catalogue (free of charge)

### IMPORTANT:

This form must be send before August 18th 2023 , otherwise the information listed in the Application Form will be Published at the Catalogue.

### COMPANY INFORMATION (as you wish to appear in the Catalogue)

COMPANY:.....

.....

CITY: .....

COUNTRY:.....

PHONE: .....

E-MAIL: .....

WEB: .....

### DETAIL OF EXHIBITED PRODUCTS (Maximun 30 words):

.....

.....

.....

.....

.....

Brands: .....

.....

.....

.....

.....

### Exhibitor´s badges (free of charge)

COMPANY: .....

FIRST NAME: ..... LAST NAME: .....

FIRST NAME: ..... LAST NAME: .....

Signature: .....

First and Last Name: .....

Position: .....

Please send, before August 18th, to: MERCOFERIAS S.R.L  
e-mail: [info@expomedical.com.ar](mailto:info@expomedical.com.ar) and [mariana@expomedical.com.ar](mailto:mariana@expomedical.com.ar)

## Advertising Fees Exclusive for Exhibitors

### INSIDE PAGES

1 Page (14 x 20 cm) (4 colours) .....	U\$S 850.-
1/2 Page (14 x 9.5 cm) (4 colours) .....	U\$S 450.-
Company Logo .....	U\$S 190.-

Ref. 1 inch = 2.6 cm

▪ **NON BLEED SIZE: 13.5 X 20 cm**

▪ **BLEED SIZE:** 15 x 22 cm

▪ **PAYMENT TERMS:**

Full payment within 7 days of invoice date.  
All payments to be made by bank transfer.  
Prices include local taxes.

▪ **DELIVERY OF MATERIALES:**

The deadline for the delivery of advertising materials is August 18th, 2023.

▪ **FILE FORMATS:**

Adobe Acrobat PDF (high-resolution only),  
Adobe Photoshop TIFF, JPEG, EPS, Illustrator 9.0

▪ **SOFTWARE:**

Quark-Xpress 5.0 for Mac, Illustrator 9.0  
and Photoshop 7.0

COMPANY: .....

BOOTH N°: .....

E-MAIL: .....

CONTACT: .....

AMOUNT U\$S: .....

E-mail: [info@expomedical.com.ar](mailto:info@expomedical.com.ar) and [mariana@expomedical.com.ar](mailto:mariana@expomedical.com.ar)

## Additional equipment form

COMPANY: ..... STAND: .....

CONTACT: ..... PHONE: ..... DATE: .....

<b>CODIGO MM-02H</b> 	<b>CODIGO MC-10</b> 	<b>CODIGO MC-07</b> 	<b>CODIGO MS-65</b> 	<b>CODIGO MS-27</b> 	
<b>CODIGO ML-05</b> 	<b>CODIGO ML-04</b> 	<b>CODIGO MM-29</b> 	<b>CODIGO ML-13</b> 	<b>CODIGO MM-13</b> 	
<b>CODIGO MT-18</b> 	<b>CODIGO MT18B</b> 	<b>CODIGO MT-12</b> 	<b>CODIGO MT-12B</b> 	<b>CODIGO MT-25</b> 	<b>CODIGO MT-25B</b> 
<b>CODIGO MO-20</b> 	<b>CODIGO MO-23</b> 	<b>CODIGO CU-50X</b> 	<b>CODIGO CU-75X</b> 	<b>CODIGO CU-100</b> 	
<b>CODIGO MC-01P</b> 	<b>CODIGO MVB-01P</b> 	<b>CODIGO ES-01P</b> 	<b>CODIGO EV-01P</b> 	<b>CODIGO EV-02</b> 	
<b>CODIGO IS-04</b> 	<b>CODIGO IS-030</b> 	<b>CODIGO IS-30</b> 	<b>CODIGO IS-065</b> 		

CÓDIGO	DESCRIPCIÓN	\$	CANTIDAD	TOTAL
MS-27	CHAIR "IMPERIO"	40,00		
MS-65	CHAIR WITH ARMEST	60,00		
MM-02H	BLACK DESK WITH DRAWER 130 X 70 X 75 cm	110,00		
MC-10	BLACK CLOSET 100 X 40 cm h:80 cm	90,00		
MC-07	COAT RACK	50,00		
MC-02	ASHTRAY / PAPER BASKET	50,00		
MM-06N	SMALL ROUND TABLE	50,00		
ML-05	DOUBLE COUCH - BLACK LEATHER	400,00		
ML-04	SIMPLE COUCH - BLACK LEATHER	300,00		
MM-29	BLACK COFFEE TABLE	90,00		
ML-13	CUBE CHAIR - BLACK LEATHER	40,00		
MM-13	HIGH ROUND TABLE (d. 0,60. h.0,90)	130,00		
MT-18	HIGH STOOL SQUARE - BLACK	65,00		
MT-18B	HIGH STOOL SQUARE - WHITE	65,00		
MT-12	HIGH STOOL ROUND - BLACK	65,00		
MT-12B	HIGH STOOL ROUND - WHITE	65,00		
MT-25	HIGH BACKED STOOL - BLACK	80,00		
MT-25B	HIGH BACKED STOOL - WHITE	80,00		
MC-01P*	COUNTER 100 X 50 cm h:93 cm WITH DOORS	135,00		
MVB-01P*	COUNTER WITH TOP GLASS 100 X 50 cm h:93 cm WITH DOORS	180,00		
MO-20	STRAIGHT SHELF 100 X 30 cm.	50,00		
MO-23	STRAIGHT SHELF 45° 100 X 30 cm.	60,00		
CU-50X	WHITE CUBE 50 cm	45,00		
CU-75X	WHITE CUBE 75 cm	55,00		
CU-100	WHITE CUBE 100 cm	80,00		
MSD-100X	RECTANGULAR TABLE	50,00		
MSD-100	RECTANGULAR TABLE WITH LID	80,00		
EL-01	BROCHURE EXHIBITOR, 5 WHITE SHELVES 100 X 33 cm h:250 cm	180,00		
ES-01P	EXHIBITOR 3 SHELVES WITH FASCIA, BASE OF 70 CM AND LOWER DOORS. HEIGHT BETWEEN SHELVES 44 cm.	290,00		
EV-01P	GLASSED EXHIBITOR 3 SHELVES, BASE OF 70 CM AND LOWER DOORS. HEIGHT BETWEEN SHELVES 44 cm. Max weight 10 kg.	310,00		
EV-02	GLASSED EXHIBITOR 4 SHELVES, 100 X 50 cm. H:250 AND LOWER DOORS. HEIGHT BETWEEN SHELVES 44 cm. Max weight 10 kg.	335,00		
IS-03	SHORT ARM SPOT 100 w	40,00		
IS-04	LONG ARM SPOT 100 w	50,00		
IS-030	REFLECTOR LED	80,00		
IS-30	PLUG 3 SYSTEMA 10 AMO	50,00		
AV-02	DOOR OR FOLDING DOOR 0,75 X 100 cm	135,00		
CE-100L	FASCIA 30 X 100 cm	50,00		
CEN-100	FASCIA 0,65 X 100 cm	65,00		
PB-250	PANEL 250 high, WHITE COLOR	60,00		
A	SMALL FRIDGE	195,00		
B	LARGE FRIDGE	360,00		
C	WATER DISPENSER	170,00		

Precios válidos hasta el 08/09/2023

Measures expressed  
in metres

Ref. 1 mt = 3,3 feet

Electrical power 220 w

Prices include:

- » Rental for the 3 days of the Show
- » Delivery and withdrawal
- » Taxes

Prices may be modified  
without prior notice

## INVOICE

TOTAL

U\$S

This Application will be  
deemed accepted once  
the amount has  
been paid.

e-mail: [info@expomedical.com.ar](mailto:info@expomedical.com.ar) and [mariana@expomedical.com.ar](mailto:mariana@expomedical.com.ar)

Signature

## STANDARD KEY IN HAND BOOTH



### Measures expressed in metres

- Ref. 1 mt = 3,3 feet
- Electrical power 220 w

\*The colour of the carpet and the design of desk and chairs  
may be modified.

## LEAD RETRIEVAL

A lead retrieval .....  
..... U\$S 250.-

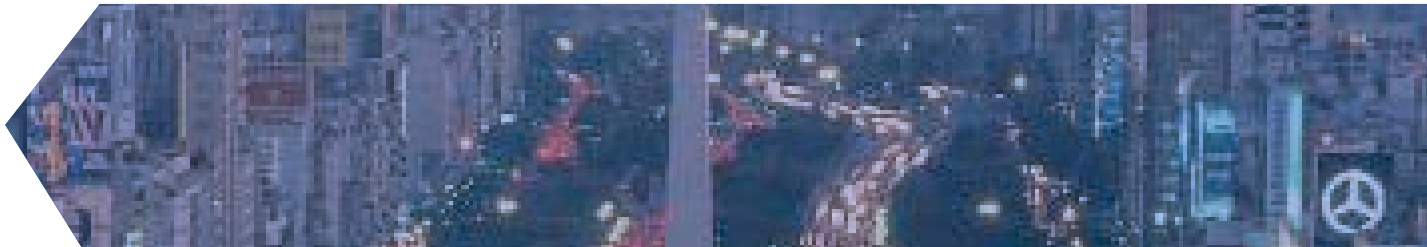
### DATA TO BE COMPLETED BY THE EXHIBITOR

NUMBERS OF LEADS RETRIEVAL : .....STAND NUMBER: .....

COMPANY NAME: .....

AUTHORIZED BY: ..... POSITION: .....

E-MAIL: .....



## FREIGHT FORWARDER

SHIPPING SAMPLES: Argentine customs clearance procedures for incoming and outgoing freight shipments for trade shows within Argentina are very detailed and time-consuming, and the authorities are rigid and exceptionally rigorous in the enforcement of prevailing Argentine customs regulations. We strongly suggest NOT to hand-carry any samples and to contact your freight forwarder in order to make a temporary

import of your products. The official freight forwarder of ExpoMEDICAL is Hobbit Worldwide Logistics.

Contact Mr. Ing. Edmundo Tombeur  
Tel. + 54 9 11 5249 5452  
Mail: [etombeur@hobbit.com.ar](mailto:etombeur@hobbit.com.ar)



# EXPRESS SHIPPING INSTRUCTIONS

## CUSTOMS REGULATIONS

The rules and regulations for importing goods into Argentina are very strict. We strongly suggest that you contact us before shipping any goods. Deadline dates and most important Customs Regulations are listed below. Copy of our International Shipping Instructions & Tariff is available upon request.

## DEADLINE DATES

Sea Freight Shipments to Buenos Aires Port	August 29th, 2023
Air Freight Shipments to Ezeiza Airport	September 6th, 2023

## SHIPPING & PACKING YOUR EXHIBITS

**TEMPORARY AND DEFINITIVE CARGO MUST BE SHIPPED, INVOICED AND PACKED SEPARATELY.**

Argentina has specific entry regulations, which must be followed, or your shipment will be denied entry. Separate Invoices / Packing Lists and Airway bills / Bills of Lading are required for PERMANENT and TEMPORARY entries.

## SHIPMENT DOCS & DETAILS / DEADLINES

For all shipments, 30 days before shipment date Do not ship before receiving our OK or "green light" There are some previous Customs procedures required to be approved to secure the Customs release.

## TEMPORARY ENTRY

The venue in Buenos Aires is not a customs bonded area and temporary imports will require a Guarantee in order to avoid payment of duty. We will provide this guarantee upon application.

## PERMANENT ENTRY

### CUSTOMS DUTIES & TAXES

All trade advertising, giveaways, promotional literature and expendable items must be imported only as PERMANENT and are subject to heavy import duties and taxes.

This amount will be administered and assigned by the Customs Administration and will be applicable only for consumable goods.

## PLEASE BE CAREFUL WHILE SHIPPING YOUR GIVEAWAYS:

- **Bags:** The only bags that can be imported are the ones that are made from plastic and paper / cardboard. Please do not ship textile bags.
- **Food and beverages:** Sanitary procedures are required. If you intend to send food stuff please request special shipping instructions.
- **Toys:** Please note that we are not able to import toys because they require special licenses that usually take between 3 and 6 months to get them.

• **Brochures and printed material:** Due to new regulations in our country we are only able to import brochures that promote products or services from abroad. So, in order to avoid problems at customs please send us a copy of your brochure in order to check it and give you our approval to send it.

• **Batteries:** The only batteries that are allowed to be imported in our countries are the ones made of lithium. Please do not ship your goods with any other kind of batteries, they can't be imported.

• **Textile:** Certificate of Origin legalized by the Argentine Consulate in the Country of Origin is required for textile and fabric products and for all goods in which the country of Origin is not a member of the WTA. This certificate it's required for T-Shirts, textile flags and posters, table cloths, clothes, etc. Please check with us before shipping this kind of goods.

### ELECTRICAL EQUIPMENT

Permanent imports of electrical equipment require a Product Registration as per voltage, prior to entering our country. This process will take, at least, 3 months for registering product and high expenses will apply for registration purposes. Documents required will be informed upon request. We strongly recommend temporary import of this kind of products.

### WOODEN CRATES & PALLETS

Be informed that, in our country, the entry of shipments packing in wooden crates and pallets, require fumigation process in origin. This procedure must be done before the shipment and the corresponding Official Certificate must be included in the documentation. If packing material is not wood, a Certificate of non-wooden Packing Material issued by the Shipper / Exporter is required to include in the documentation.

### COURIER SHIPMENTS

Exhibition goods shipped through courier services have restricted regulations in Argentina. Courier companies may not deliver shipments weighing more than 50 Kg. and for a value exceeding of USD 1000 In addition there are other many restrictions based on the nature of goods We extremely don't recommend this kind of shipment. Handling and delivery charges will apply for couriers consigned to us. Do not ship goods via courier without our previous advice. Courier services can be used as international transportation but once the shipment arrives to Buenos Aires Airport customs clearance will be required. Door to door service doesn't apply.

**PLEASE REQUEST SPECIAL INSTRUCCIONES FOR  
MEDICAL EQUIPMENTS & FOOD STUFF & BEVERAGE.**

These kind of shipments have special and strict regulations, so please read and pay attention to the attached Special Instructions.

**DO NOT SHIP MEDICAL PRODUCTS & EQUIPMENTS, ELECTRICAL  
PARTS, FOOD STUFF & BEVERAGE OR COURIER MAILS BEFORE  
OUR PREVIOUS CONFIRMATION**

Contact Details		
Ing. Edmundo Tombeur	Event Cordinator	etombeur@hobbit.com.ar
Diego Sita	Operation Manager	dsita@hobbit.com.ar

## **SPECIAL SHIPPING INSTRUCTIONS FOR MEDICINE AND MEDICAL/DENTISTRY MATERIAL & EQUIPMENTS**

The National Authority is:

A.N.M.A.T. – National Agency for Medical and Medical/Dentistry Technology  
<http://www.anmat.gov.ar/>

All products that are not approved in Argentina by A.N.M.A.T. must be imported as TEMPORARY IMPORTATION  
(if this Agency issues a special authorization).

**We need the following documents before send your shipment, in order to get the  
TEMPORARY IMPORT SPECIAL AUTHORIZATION**

FREE SALE CERTIFICATE for FOREIGN COUNTRIES

Full information about the application for this material and the technical description IN SPANISH  
Brochures and/or web site (technical info)

Pro-Forma Invoice and Packing List issued as usual  
Copy of Transportation Document (AWB – B/L – CRT)

**VERY IMPORTANT**

With this information on hands, we start bureaucratic procedures in the A.N.M.A.T. (standard procedure need 6 labor days)  
We will inform you about that, this mean if your merchandise was approved or not for a TEMPORARY IMPORT procedure

YOU MUST NOT SHIP BEFORE OUR CONFIRMATION / APPROVAL

**As you know, please do not ship any merchandise or products with expired date**

## About ARGENTINA

Argentina, with 40 million inhabitants, has a wealth of natural beauty and immensely varied scenery. It covers an area of over one million square miles and is the second largest country in South America.

In the north there are the arid Humahuaca and the tropical jungles and in the south the Antarctic ice at Tierra del Fuego.

From the marvelous rain forest in the north-east to the amazing glaciers in the southern region of the country, enjoy its outstanding sights with every new destiny.

A visit to Iguazu Falls, the largest and most extensive in the world can be combined with a horseback ride on the Pampas, whale watching in the southeast, a visit to the amazing Moreno glacier and the capital, Buenos Aires.

Information about the city, shopping, citytours, etc can be found at the official site [www.turismo.buenosaires.gob.ar/en](http://www.turismo.buenosaires.gob.ar/en)



**AIRPORT INFORMATION:** Two airports serve Buenos Aires:

• **Ezeiza International Airport:** Most airlines arrive at this airport located 37 km from the city centre by highway. Bus, transfer, taxi and chauffeur-driven rented car services take approximately 40 minutes to reach the city.

Av. Tte. Gral. Ricchieri s/n, Ezeiza, [www.aa2000.com.ar](http://www.aa2000.com.ar), Phone: +54 11 5480 6111

• **Jorge Newbery Airport:** Visitors coming from the interior of the country or from bordering countries arrive at this airport located by the riverside, five minutes away from the city centre.

Av. Rafael Obligado s/n, [www.aa2000.com.ar](http://www.aa2000.com.ar), Phone: +54 11 4771 0104

Upon arrival at the airport when looking for a taxi to take you to your hotel, it is strongly recommended that you only use taxi companies that work with leading hotels. Please contact your hotel for further advice.

**PASSPORT AND VISAS:** You will need a valid passport and may need a visa to visit Argentina. Ask your nearest Embassy or Consulate or visit: [www.mrecic.gov.ar](http://www.mrecic.gov.ar)

An invitation letter for visa purposes can be obtained through Mercoferias S.R.L.

**VISITING BUENOS AIRES:** The cultural capital of South America, Buenos Aires is located on the eastern bank of the River Plate, the widest river in the world. The city has a cosmopolitan atmosphere and, although being a modern city, it includes turn-of-the-nineteenth-century European style buildings. It has also some well preserved districts of typical colonial architecture.

Buenos Aires inhabitants are called "porteños" which makes reference to the fact that the city is a port. Buenos Aires has everything to transform your visit into a wonderful experience. Official webpage of the city: [www.bue.gov.ar](http://www.bue.gov.ar)

**CLIMATE:** The climate of Buenos Aires is mild all year round. The average annual temperature is 18°C. Visitors can enjoy walking around the city in any season. On a sunny day in spring, mornings are mild; the temperature rises at midday and drops softly at night. The average temperature for September is between 15° and 20° C (59° - 68° F).

**LANGUAGE:** The official language is Spanish and the local people also easily understand Italian and Portuguese. However, most people involved in tourist activities speak English.

**TIME DIFFERENCE:** The time zone corresponds to GMT-3.

**BANKS, CURRENCY, CREDIT CARDS AND VAT:**

Banks open at 10 am and close at 3 pm (some banks extend their closing time to 4 pm). Cash withdrawals and other transactions may be made at ATMs, 24 hours a day.

The Argentine currency is the peso (\$). There are \$ 1.000, \$ 500, \$ 100, \$ 50, \$ 20, \$ 10, \$ 5 and coins \$1, \$2, \$5 and \$10

The U.S. dollar (USD) is the most common foreign currency. US dollars or Euros can be bought or sold at banks and currency exchange offices (casas de cambio), where you must present your passport. Most of the shops accept mayor credit cards (Visa, AMEX, Mastercard) and dollars but it is sometimes more convenient to pay by cash with pesos exchanged in your hotel.

The VAT rate in Argentina is 21%. As a foreign visitor, you have the right to a refund of the value-added tax included in the price of the articles you take to your country. At the airport you may obtain a VAT reimbursement corresponding to any purchases made within the country for an amount over \$ 70 (per invoice) and in shops operating with the Global Refund system.

**ELECTRICAL POWER:** Electrical power in Argentina is 220 volt, 50-cycle alternating current. Power outlets have two cylindrical holes or two flat holes with ground connection. It is convenient to bring an adaptor for these outlets to use your electrical devices without problems.

**SECURITY:** Buenos Aires has the reputation of being a safe city, but as in any other big city in the world, tourists should take sensible precautions.

**MAKING PHONES CALLS:** For international calls, dial 00 +country code + area code + local number.

The country code for Argentina is 54, and the area code for Buenos Aires is 11. For example, to call to 4333-6666 from outside the country, you should dial +54 11 4333 6666.

**USEFULL PHONE NUMBERS:**

- Police: 101
- Fire: 100
- Medical assistance/ General Emergencies: 911
- Telephone enquiries: 110
- Ezeiza International Airport and Jorge Newbery Airport: +54 11 5480 6111

**OPENING HOURS:** Shops are open from Monday through Fridays from 9 am to 8 pm, and Saturdays from 9 am to 1 pm; however, shops in main locations are also open on Saturday afternoons. In malls, hours usually extend until 10 pm, including Saturdays and Sundays.

**Food, drinks and nightlife:** Most restaurants and pubs can be found in the neighbourhoods of Palermo Soho, Palermo Hollywood, Puerto Madero, Las Cañitas and San Telmo. Several Buenos Aires restaurants have made it to the list of Latin America's best restaurants.

**TANGO**

Buenos Aires is the birthplace and the world capital of tango, a rhythm that was created by the banks of the Río de la Plata, at the end of the 19th century, as a fusion of European and African music. The tango is manifested in the lyrics - many of the words used in the tango come from lunfardo (porteño's slang); in the music - the bandoneón provided the music from the Río de la Plata with that melancholic and somewhat sullen sound that characterizes tango today; and in the dance - tango classes last between one and two hours. It is ideal to take four or five lessons. From the first lesson, teachers train beginners in the mastering of the basic steps: eight

simple movements that may be learned in a few hours.

Buenos Aires is full of tango houses with live orchestras and dancers. The most important places that offer live shows usually include dinner (with options in Argentine beef or international menus).

You may also go to the milongas, places where you dance tango. Many of them organize classes - given by specialized teachers - before the dancing. For beginners and more experienced dancers, the offer includes group or individual classes. Tango, milonga or vals.