

CAMERA DI COMMERCIO ΕΛΛΗΝΟ - ΙΤΑΛΙΚΟ  
ITALO-ELLENICA DI SALONICCO ΕΠΙΜΕΛΗΤΗΡΙΟ ΘΕΣΣΑΛΟΝΙΚΗΣ

Αρ. Πρωτ: 24  
Θεσσαλονίκη: 04 Ιουνίου 2024

Προς τις  
Ενδιαφερόμενες Εταιρείες

**Επιχειρηματική αποστολή στην Έκθεση  
SAIE (09-12.10.2024, Μπολόνια-Ιταλία)  
Διεθνές Σαλόνι για την Δόμηση και τις Κατασκευές**

Αξιότιμοι κύριοι,

Έχουμε την τιμή να σας ενημερώσουμε ότι, το **Ελληνο-Ιταλικό Επιμελητήριο της Θεσσαλονίκης**, στα πλαίσια της Διεθνούς Εκθέσεως **SAIE (09-12.10.2024,)** <https://www.saiebologna.it/en/> θα πραγματοποιήσει στη **Μπολόνια (Ιταλία)** μια επιχειρηματική αποστολή.

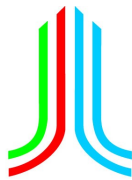
Η εν λόγω έκθεση προσφέρει την ευκαιρία για δικτύωση με επιχειρήσεις από όλο τον κόσμο παρέχοντας την δυνατότητα πρόσβασης σε ολόκληρη την **κατασκευαστική αλυσίδα**.

Η **αναχώρηση** από την **ΑΘΗΝΑ** είναι προγραμματισμένη για την **Τετάρτη 09.10.2024** από το αεροδρόμιο **‘ΕΛ. ΒΕΝΙΖΕΛΟΣ’** με **επιστροφή** το **Σάββατο 12.10.2024**.

Συνημμένα σας αποστέλλω τους τομείς που περιλαμβάνει η εν λόγω έκθεση καθώς και **δήλωση συμμετοχής όπου θα πρέπει να καταχωρίσετε τα στοιχεία σας τα οποία θα αξιολογηθούν από τους υπεύθυνους της έκθεσης.**

**Προσοχή:**

**Οι θέσεις είναι πολύ περιορισμένες και θα τηρηθεί αυστηρή σειρά προτεραιότητας.**



CAMERA DI COMMERCIO ITALO-ELLENICA DI SALONICCO ΕΛΛΗΝΟ - ΙΤΑΛΙΚΟ ΕΠΙΜΕΛΗΤΗΡΙΟ ΘΕΣΣΑΛΟΝΙΚΗΣ

Για τις επιχειρήσεις που θα δηλώσουν συμμετοχή, το Επιμελητήριο μας προσφέρει το ακόλουθο πακέτο υπηρεσιών που ανέρχεται στην τιμή των **350,00 ευρώ + 24% ΦΠΑ για 1 άτομο από την κάθε εταιρεία** και περιλαμβάνει:

- **Αεροπορικό εισιτήριο**
- **Φιλοξενία για 3 διανυκτερεύσεις με πρωινό στο ξενοδοχείο για ένα (1) άτομο**
- **Μεταφορά από το αεροδρόμιο στο ξενοδοχείο και καθημερινά από το ξενοδοχείο στην έκθεση**
- **Ελαφρύ μεσημεριανό γεύμα στην έκθεση**
- **Δωρεάν είσοδο στην έκθεση**
- **Κατάλογο εκθετών**
- **Συναντήσεις b2b με αντίστοιχες ιταλικές εταιρείες**

**Η προαναφερθείσα τιμή ισχύει για την δεδομένη χρονική στιγμή. Αν υπάρξει καθυστέρηση στην κράτηση, το κόστος ενδέχεται να αυξηθεί.**

Η δήλωση συμμετοχής θα είναι έγκυρη εφόσον πραγματοποιηθεί το έμβασμα για την συμμετοχή στον κάτωθι λογαριασμό:

**ΕΛΛΗΝΟ-ΙΤΑΛΙΚΟ ΕΠΙΜΕΛΗΤΗΡΙΟ ΘΕΣΣΑΛΟΝΙΚΗΣ**  
**EFG Eurobank Ergasias**  
**IBAN GR 830260 12200 0047020 0047440**  
**SWIFT: ERBKGRAA.**

Σε περίπτωση που θέλετε για δικούς σας λόγους να ακυρώσετε την συμμετοχή σας στην αποστολή, το Ελληνο-Ιταλικό Επιμελητήριο της Θεσσαλονίκης θα προβεί στις απαραίτητες κρατήσεις χρημάτων, λόγω προστίμου που επιβάλλουν τόσο οι αεροπορικές εταιρείες για ακυρώσεις εισιτηρίων όσο και τα ξενοδοχεία.

Για περισσότερες πληροφορίες, παρακαλούμε όπως επικοινωνήσετε με το Επιμελητήριο **κα Μπέττυ Μακρή (Τηλ: 2310.947744,947844 ή μέσω e-mail [betty@italchamber.gr](mailto:betty@italchamber.gr)).**

Με τιμή,

**Μπέττυ ΜΑΚΡΗ**  
**Marketing Management & Επικοινωνία**



# SAIE

The Building Fair  
design, construction, plants



The benchmark event  
for companies and  
professionals in the  
construction industry



## ITALY BOLOGNA

9/12 October 2024



Project and direction



In partnership with



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# THE PROJECT



The reason why  
**SAIE** is a "new" **SAIE**

In the 1960s, **SAIE** was born in Bologna: in the Italy of the economic boom, the great development of building and infrastructure sector found its elective home in a far-sighted and visionary project that immediately took on an essential role in the country's development.

In 2018, **Senaf**, Italy's leading trade fair organiser, commits to Bologna Fiere for the relaunch of SAIE: this marked the start of a new path for SAIE, which, as the latest successful editions testify, has once again become recognised by the **market as the reference exhibition for the whole building industry**.

## The innovative distinguishing features

- **return to annuality** and alternating positioning between the historic Bologna and Bari venues to broaden the reach of the event to the entire national territory;
- **focus on** Design, Building, Installations, the main themes for the entire building supply chain for comprehensive information and evaluation of the 'built environment';
- **strategic repositioning towards the 'construction site'** with content designed for companies, manufacturers, the distribution, designers, applicators, workers and installers;
- a **dynamic format** made up of demo areas and activities focused on product and material innovation, on digitisation, with insights into the latest developments in the sector and new construction techniques;
- a **modern grouping by identifying elements** to highlight the topics of greatest interest to the market, making them consistent with the requirements of the trade fair project;
- an **effective involvement** of institutional and **technical associations**.

**SAIE is therefore a new exhibition** that does not forget the past and looks to the future already present: the place where the which the construction community finds inspiration by evaluating the latest innovations proposed by companies that have understood the importance of being there as our exhibitors.



# THE SECTORS OF SAIE

## The **construction** supply **chain** in one **unique event**



- BIM, Building Information Modelling
- Augmented reality, instruments, systems and applications
- Design, control and management software
- 3D printers, Digital manufacturing, digital platforms
- Instruments for surveying and measurement, drones, geospatial technologies



- SAIE Concrete
- SAIE Windows and Doors
- SAIE Technical Finishes and Colors
- SAIE Machines and Equipments
- SAIE Aluminum
- Waterproofing, Construction Chemicals
- Building envelope and Insulation
- Building Materials and Technologies
- Flooring, wall and floor coverings, Sanitary
- Construction Site Safety
- Industrialized Structures and Systems



- Electric systems for buildings Remote building control
- Digital Buildings, Smart Homes and Digital Cities
- Automation, access control systems, anti-burglary systems
- Solar, photovoltaic and energy production installations
- Ventilation, air conditioning and heating systems
- Lighting systems
- Installations for sports and outdoor facilities
- Smart infrastructures
- Fire-fighting plants and systems



- Consultancy services (professional, technical, financial)
- Design, engineering and architecture firms
- Building maintenance and administration
- Associations
- Technical and media publications





# THEMATIC PATHS

Leading threads of many **special initiatives** that will guide **professionals** and focus content as best they can, providing an **integrated overview** of the most effective and innovative **solutions** in **construction's world**.



## SUSTAINABILITY

Path dedicated to the environmental and sustainability needs related to construction and property management activities.

**Energy Efficiency in Buildings / Seismic / Doors and Windows / Off-site Integration / Aluminum in Construction / Laying and Testing Demo Area / Ceramic and Brick / Technical Finishes and Colors**

## INFRASTRUCTURES

Thanks to the collaboration with strategic corporate partners and industry associations, we will show in this area the excellence of Italian projects including bridges, viaducts, ports, rail networks, tunnels, roads and highways.

**Infrastructure Arena / National Screed and Flooring Forum / Concrete Arena and Demo Area**

## PEOPLE FIRST

SAIE enhances the importance of people and the development of operators' skills by organizing demonstrations, training focuses and awarding of excellence in the Italian territory.

**Cassa Edile Award with CNCE / Ediltrophy with Formedil**

## INNOVATION

The path dedicated to exhibition areas concerning digitalization, technological innovation, parametric design and digital transformation: key factors for the future of the construction sector .

**Digitalization and BIM / Technical Software / BIM Labs / Integrated design and automation demonstration area / BIM & Digital Award**

# VISITORS

## SAIE's community

**311,838** PROFESSIONAL OPERATORS

active in the sector, profiled, **updated** and **reached** by SAIE' direct communication



**Reason**  
for your visit

**71,6%**

Discover all the latest

**65%**

Information on products and services

**48,7%**

Training, technical updating



## Numbers of SAIE Bologna 2022

**37,642**

professionals

**127**

training conferences

**22**

special areas

### THE COMMUNICATION CAMPAIGN

**182** radio spot

**22** adv on newspaper

**106** adv on technical magazines

**382** articles on technical magazines

### Type of Visiting Company

#### Professionals

- Builder
- Planner
- Installer
- Applicator
- Tile Layer
- Window and door manufacturer
- Developer
- Designer
- Painter
- Building Manager
- BIM Manager
- Purchasing Manager
- Sales/Marketing Manager

#### Fields of work

- Building Company
- Maintenance
- Technical office, planning, design
- Plant installation company
- Retail / Wholesale
- Production
- Real estate
- Services
- Software
- Government - Central /Local Authority
- Paint Factory
- Facility Management

# VISITORS' REVIEWS

Some **professionals' feedbacks** visiting the previous edition of **SAIE**

## Technical study

*"It is important for a technician to attend SAIE, to have the opportunity to perceive which new technologies to be implemented and the advances in the industry" - Sergio S.*

## Manufacturer

*"An interesting opportunity to develop your business contacts and for the comparisons with other sectors, which can open up multiple business opportunities" - Massimiliano F.*

## Window Maker

*"SAIE represents a key time of the year for technological innovation, where to discover methods and techniques useful for the profession and to be introduced in the company." - Andrea T.*

## Installer

*"Very useful to learn new technologies and techniques available. An interesting networking opportunity between companies and professionals" - Claudio B.*

## BIM Manager

*"The exhibition always has the ability to make people think, to focus on projects, and learn new ways of building and approaching design." - Giulia T.*

## Works Director

*"An important comparison of market trends, useful for reviewing one's positioning, one's strategy and their suppliers" - Giuseppe C.*

## Purchasing Manager

*"It is an event that gives a complete overview of the industry, showcasing a wide range of products and materials, and allows you to stay up-to-date on the evolution of techniques and methodologies" - Caterina V.*

## Skilled Technician

*"An interesting and constructive networking opportunity to meet and engage with companies and professionals of an industry in continuous development" - Arianna N.*





# EXHIBITING IN SAIE BOLOGNA



## Numbers of SAIE Bologna 2022

\*Data from Customer Satisfaction SAIE

**430**  
Exhibitors

**92%** is satisfied with the event

**89%** would recommend the participation at the fair to a colleague and/or companies of same sector

**92%** declares to have met qualified visitors for their own business

### RAW SPACE

#### Fit-out to be carried out by the exhibitor. RAW SPACE IN PAVILION

Solutions for companies with their own booth, starting from 32 sqm 159.00 per sqm

**AVAILABLE SIZES:** 32 sqm with 2 open sides • from 48/64 sqm with 3 open sides • from 64 sqm and more, islands with 4 open sides

**MACHINERY RAW SPACE:** Solutions for companies with their own booth from € 134.00/sqm in the Halls and € 79.00/sqm Outside

### STAND WITH BASIC FITTING ALL INCLUSIVE

Compulsory for stands from 16 sqm to 24 sqm

This formula includes: fabric walls (3 metres), fascia board with company name, carpet, a table, 3 chairs, lighting system, multi-socket, kit for hanging signs (4 hooks with wire), coat hanger.

**€ 249.00/sqm (area € 159.00/sqm + fitting € 90.00/sqm) + € 12.00/sqm for technical services + registration fee € 540.00**



### STAND WITH PRESTIGE FITTING ALL INCLUSIVE

For stands from 32 sqm

This formula includes: fabric walls (4 metres), fascia board with company name, carpet (carpet colour to select from proposed range), graphics on walls (as proposed), 1 desk, 4 chairs, coat hanger, waste paper basket, stool, locker, 2 showcases, closet, lighting system, multi-socket kit for hanging signs (4 hooks with wire).

**€ 289.00/sqm (area € 159.00/sqm + fitting € 130.00/sqm) + € 12.00/sqm technical services + registration fee € 540.00**



### START FORMULA ALL INCLUSIVE

Special areas from 12 sqm

**Only for companies at their first participation.**

This formula includes: area, fitting, technical services, registration fee.  
**€ 3,300.00 all inclusive**



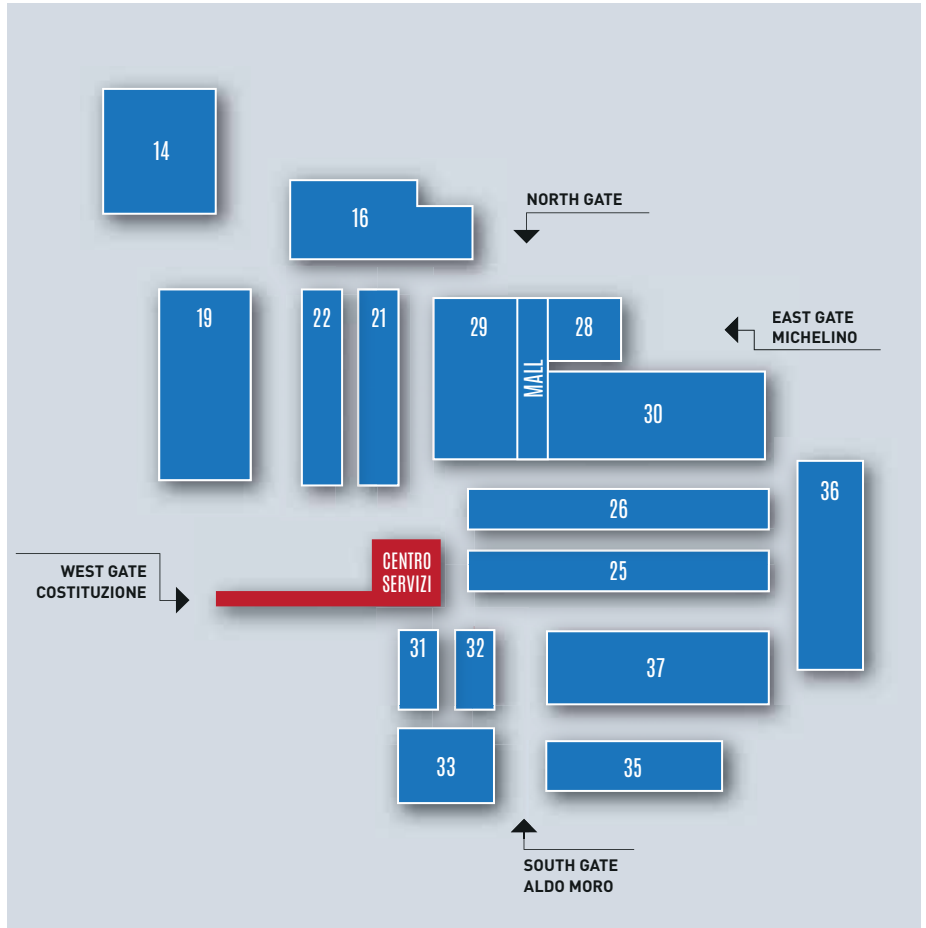
All images are for illustrative purposes only



Bologna, 9/12 October 2024



**BolognaFiere  
Exhibition Centre**  
Piazza Costituzione 6  
40127 Bologna - Italy



**Sponsorships and collaborations last edition**



Project and direction



In collaboration with



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