DISCUSSANT’S REMARKS ON MINI-PRESENTATION FOR ORGANIZATION OF CONVENTIONS AND TRADE SHOWS (ISIC 8230)

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MINI-PRESENTATIONS

- Mini-presentation on Turnover/Output for the Organisation of Convention and Trade Shows in Sweden, Statistics Sweden, Eva-Marie Gustafsson
- Turnover and output regarding Organisation of conventions and tradeshows in Sweden, Statistics Netherlands, Robbert de Ruijter
- Turnover and Output Measurement for 8230 Organisation of Conventions and Trade Shows in Germany, Statistisches Budesamt – Federal Statistical Office of Germany, Dr. Jutta Oertel
- Mini-presentation for SPPI on: CPA 82.30 Convention and trade show organisation services in Sweden, Statistics Sweden, Marcus Fridén
**TURNOVER/OUTPUT MEASUREMENT**

- Annual turnover/Short-term turnover – data sources: sample surveys, administrative data

**DEFLATOR**

- SPPI – works in progress
- Nowadays – similar SPPI used – IT-SPPI, SPPI for 69.2
Population – dominated by small-sized enterprises...

However, large and medium-sized enterprises makes majority of turnover
Discussant’s remarks

HOMOGENEOUS INDUSTRY - 
ON THE BASE OF TURNOVER BY PRODUCT

The Netherlands
- NACE 82.3 turnover comes from Convention and trade organisation services (CPA 823) as well as Rental and operating services of own or leased non-residential real estate (CPA 68.20.12), Performing arts event promotion and organisation services (CPA 90.02.12), etc.

- 93% of NACE 82.3 turnover comes from Convention and trade organisation services (CPA 823), 3% from Food and beverages serving activities and... 

Poland
- 94.6% of NACE 82.3 turnover comes from Convention and trade organisation services (CPA 823), 1.8% from Rental and operating of own or leased real estate (CPA 682), 1.1% from Non-specialised wholesale trade (CPA 469), etc.

- 92.3% of turnover from Convention and trade organisation services (CPA 823) is generated in NACE 823, 1.0% in NACE 58.1 Publishing of books, periodicals and other publishing activities, 1.0% in NACE 73.1 Advertising
Convention and trade organisation services (CPA 823) - package of services which comprises renting of premises, marketing, security services, audio-visual services, catering services, stand building services, office administrative services, organizing, etc.

As a result ...
As a result ...

- provider of service can act as an intermediary between exhibitor and suppliers
- it may cause high rate of reselling
- the charges for service includes all costs for services provided by third parties – gross price

What method should be applied – gross or net?
What pricing method should be used to reflect the economic reality?
What about events with overnight staying?
They are covered by 82.3, they are included in NACE 55.1 Hotel and similar accommodation activities.
On the other side... one-day conference activities are provided by Hotel and similar accommodation activities.

Seasonality?
Conventions and trade shows – seasonal events and the package of provided services depends differs between various events.