

10 years

Added value
event

LogiMAT 2012

10th International Trade Fair for **Distribution, Materials Handling** and **Information Flow**

13 - 15 March 2012

New Stuttgart Trade Fair Centre, Germany

Innovation + **Networks**
for **Sustainable Growth**



The only business network for decision-makers in the heart of Europe

Between 13 and 15 March 2012, LogiMAT - the International Trade Fair for Distribution, Materials Handling and Information Flow will be taking place for the tenth time. The unique location of the exhibition centre, right next to Stuttgart Airport, and an in-depth market presentation combined with a high-calibre programme of accompanying events are what makes LogiMAT the Number One sector-gathering for decision-makers in Europe.

There is tremendous optimisation potential in the area of intralogistics, which is why it has long been a top priority of senior management. The most important factors are warehouse layout, logistics processes, logistics monitoring and controlling.

LogiMAT is also a showcase for your products, solutions and systems for internal logistics processes, whether it be in procurement, warehousing, production or distribution. Come and exhibit your innovations in this marketplace of intralogistics. Industry professionals from all over Europe will be flocking to LogiMAT 2012.

In-depth coverage – but still compact and efficient

Because of increased demand for stand space, LogiMAT will be taking up one more exhibition hall in 2012, bringing the total space available to over 63,000 square metres. Despite this expansion, the organisers will be sticking to the successful LogiMAT concept. This places the emphasis on the exhibitors and effective presentation at the stands. LogiMAT is about real business, not show or effects. Exhibitors with smaller stands benefit especially from this emphasis. And the fair's visitors, too, gain from this unique mix of SMEs and industry giants. It's a chance to make direct comparisons.

The international trade visitors appreciate this compact, efficient concept with clearly structured exhibition sections. The accompanying 'Trade Forums' have congress-quality featuring first-class lectures on relevant and topical themes. This carefully designed concept promotes dialogue and networking, and means all participants get the most out of their time at the fair.

Seize your chance, as an exhibitor, to participate in the 'Innovations Forum' and take an active role in information exchange at the fair.

It's your chance to raise your profile and show visitors how you can support companies in meeting the challenges of sustainability in an age of globalisation and international networking.

Register now and secure a great position at LogiMAT 2012!

The sustainable success of **LogiMAT** is based on three strategic components:

- + Compact:** Marketplace for trade talks – the right place at the right time
- + Competent:** Trade forums – direct know-how transfer, in the halls, from the experts
- + Concrete:** Live demonstrations – hands-on solutions, as a valuable decision-making tool

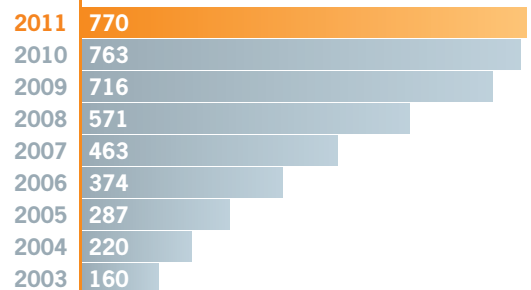
Added value event

Growth of LogiMAT

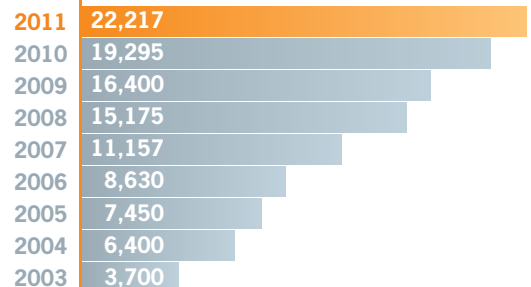


770 exhibitors from 18 countries came to LogiMAT 2011. The proximity of the exhibition centre to the airport is quite unique, and was particularly appreciated by the international visitors.

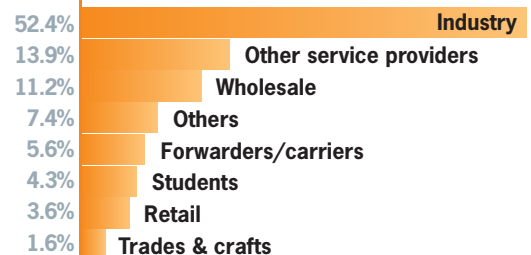
Exhibitors



Trade visitors



Breakdown of visitors



Interests of visitors

Materials handling and storage technology	68.7%
Warehousing and operational equipment	52.6%
Ground conveyors	38.8%
Packaging and containers	28.4%
Software for storage systems, stock management, despatches and transport	38.5%
Logistics services	25.6%
Loading technology and distribution	20.4%
Labelling, barcodes, RFID	31.6%



8 good reasons to be here

1 Important contacts

At LogiMAT you will have direct contact with key strategists from the top management levels, and with the hands-on managers in purchasing, production, IT, storage and despatches.

2 First-class location

The sector meeting place takes place in the heart of the strongest economic area in Central Europe. In 2012 this is the only intralogistics marketplace of international significance in Europe.

3 First-class accompanying programme

Experts deliver lectures on topical themes right in the middle of the halls. It's a great way to generate synergies and interest visitors in your company.

4 Marketplace with a clear profile

LogiMAT - Right on target. Thanks to its clear profile, this event is a superb match of supply and demand.

5 Budget-conscious

Even exhibitors with a smaller budget can make a big impression – with a flexible stand system. It's a price-performance ratio that works.

6 Full support

Whether you are an industry giant or an SME – all are looked after with equal care and respect at LogiMAT. We pay great attention to placing each and every exhibitor where visitors will find them quickly and easily. Small stands also have an important part to play and get full consideration.

7 Compact and comprehensive

This three-day fair is a concentrated, compact forum and an efficient information platform. Efficiency means a comprehensive market overview, with the focus on business, easy and fast orientation at the fair and excellent transport links.

8 10-year focus on quality

'Grow steadily and maintain your values' – that's our motto. Through careful and well considered investment in quality over the last ten years, LogiMAT has built up a solid track record of success.

"The continuous high level of growth shows that LogiMAT has established itself as the leading trade fair and networking centre for the intralogistics sector in Central Europe."

Peter Kazander, Exhibition director LogiMAT



Exhibition areas

Materials handling and storage technology

- Storage and handling systems
- Automation and control systems
- Cranes, lifting gear
- Continuous handling equipment
- Lifts
- Handling equipment
- Conveyors
- Luggage handling
- Wheels and castors
- Parts and accessories

Warehousing and operational equipment

- Racks, rack systems
- Rack operation equipment
- Shelf repair and inspection
- Protection for columns and shelving
- Order-picking equipment
- Hall and marquee construction
- Hall floors
- Hall lighting
- Cleaning equipment for warehouses and storage facilities
- Air-conditioning systems
- Ladder systems
- Industrial doors, door seals
- Work mats
- Workplace systems
- Warehouse and floor markings

Warehouse and production controls / Robotics

- Control systems and equipment
- Production robots
- Manufacturing Execution Systems (MES)
- Fine planning
- Workforce planning
- ERP and PPS systems
- Planning and development
- Research and technology

Information and communication technology

- Supplier Relationship Management (SRM)
- Customer Relationship Management (CRM)
- Integration
- Consignment tracking and identification systems
- Telecommunications
- Internet marketplaces
- E-commerce and e-procurement
- Supply chain software
- Fleet management systems
- Vehicle communication

Packaging, weighing, measuring and franking

- Returnable and non-returnable packaging
- Container management
- Padding materials and edge protection
- Packaging materials
- Pallets
- Packaging machinery
- Palletising robots
- Shrink and stretch systems
- Hooping techniques
- Weighing and metering equipment
- Measuring systems and equipment
- Franking systems

Loading technologies and systems / Load securing

- Loading ramps
- Loading bridges
- Hydraulic platforms, lifting tables, adjustable ramps
- Transshipment equipment
- Automatic loading and unloading of trucks
- Security technology for loading zones
- Tensioning straps and chains
- Antislip mats
- Antislip pallets
- Ram-protection products

Ground conveyors and accessories

- Forklift trucks
- Stacker guidance systems
- Pallet stackers
- Driverless transport systems
- Ancillary equipment for stackers
- Wheels and castors
- Parts and accessories

Retrofitting

- Warehouse systems
- Crane systems
- Conveyor systems

Order-picking systems

- Automatic order commissioning
- Pick-by-Voice
- Pick-by-Light
- Pick-by-Colour
- Pick-by-Scan
- Pick-by-Weight
- Pick-by-Point
- Electronic pick lists

Labelling and identification

- Identification systems
- Label printing and labelling machinery
- Auto-ID/RFID
- Barcode
- Transponder technology
- Mobility
- UMTS-GPRS-WLAN
- Hardware

(Software for) simulation

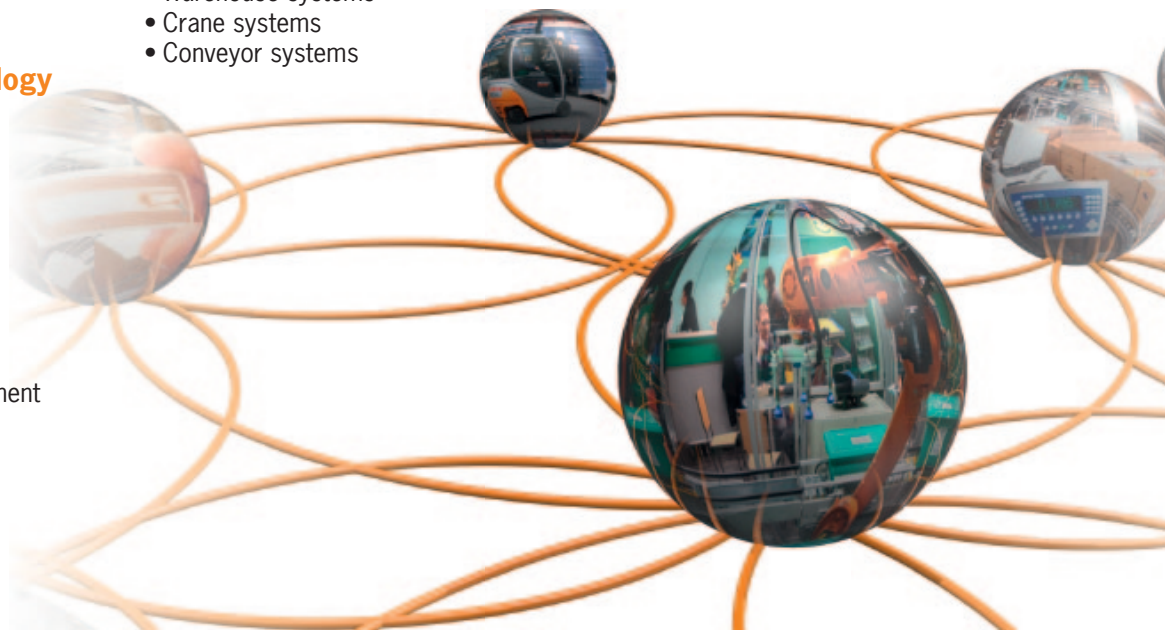
- Supply-chain simulation
- Simulation of manufacturing scenarios
- Simulation-supported fine-planning of production
- Robot simulation
- 3D-simulation solutions
- Strategic consultation

Software for storage systems

- Storage management software
- Storage control systems
- Data transmission
- Hardware

Software for despatches and transport

- Customs software
- Route planning systems
- Freight costs management
- Forwarding software
- Material planning software
- Despatch software



Software for stock management, inventories and archiving

- Inventories
- Stock management
- Controlling
- Document management
- Archiving

Energy, environmental technology, recycling and waste disposal

- Energy supply
- Renewable energies
- Batteries, battery management and rechargers
- Waste treatment
- Waste air/water processing
- Compaction systems for recovered waste
- Feeder systems

Security

- Buildings/site security
- Safety at work
- IT security
- Fire safety

Outsourcing partners

- Logistics service providers
- Storage
- Courier, express and parcel services
- Freight distribution centres
- Facility cleaning
- Data centres (EDI/ASP)
- General contractors

Logistics facilities

- Logistics locations
- Location consultancy
- Logistics properties
- Insurances
- Finance

Authorities, organisations, training and media

- Trade associations
- Universities and colleges
- Other educational establishments
- Institutes
- Media

Consultation, planning and implementation

- Corporate and logistics consulting
- Personnel consultants
- SAP consultation and integration
- Finance, leasing, rental
- Insurance

Live demonstrations: Close up and practical

Processes and the practical problems involved in implementing them are often best illustrated in a live demonstration. LogiMAT is well known among its international trade audience for the range of demonstrations on themes such as 'Auto ID / RFID in practice' and 'Tips for optimum loading of shipping space and load securing'. This is a great opportunity for visitors to get down to the practical issues and ask specific questions. The 'hands-on' experience of intralogistics is a valuable part of the LogiMAT experience.

The 'Trade Forums': Learning from the experts

Knowledge-transfer – of congress quality but in plain language. That's what you get at the over 20 trade forums held at LogiMAT on a range of themes. In close cooperation with leading trade associations, institutes, research establishments and media, LogiMAT covers a mix of strategic and practical issues, all matched closely in terms of content to the different exhibition sections in the various halls. Each one of these exciting themes generates further discussion and questions, which are then continued at the stands of the exhibitors.

Currently the following themes are being prepared for 2012:

- Energy-saving in the warehouse, but how?
- Battery/energy management for electric stackers
- How to save transport costs with standardised packaging and containers
- Careers and in-service training for young professionals
- Battling against piracy with RFID & Co.
- Preserving know-how in an age of demographic change
- Mobile robotics: classic AGV and future-oriented STS
- A comparison of shuttle systems
- 'The Internet of Things' – a vision becomes reality
- Success concept Switzerland – an island in the middle of the EU
- 'Intralogistics-Future-Technology-Day' – Groundbreaking innovations for the intralogistics of tomorrow

Further forums are also being planned. Subject to change.



'Innovations Forum' for your live presentation

Here in this forum space, you could present your products and concepts in a 30-minute live lecture. In a prominent position in the exhibition halls, this is another opportunity for you to promote your offering to the trade audience. The lecture spaces are equipped to the latest technical standards and there is a forum assistant and a technician present to support you. As soon as you inform us of the subject of your lecture, we will include it in our promotion for the fair. Make sure you book in good time and secure the slot that suits you best.

Participation in the accompanying programme is included in the price of a ticket to the fair. Subject to change.

Media echo (Extract)



LogiMAT 2011 – an all-time record

Exhibitors and visitors fully support the concept behind the LogiMAT trade fair. Despite the difficult general economic background, Exhibition Director Peter Kazander and the EUROEXPO team were able to grow the fair in all areas.



A trade-fair concept with a future

LogiMAT is renowned for its high professional calibre. This is reflected in the well attended 22 trade forums, together featuring 61 lectures from exhibitors. This was again a main attraction for a trade audience looking for in-depth background and specialist information.



A trade fair on the up

Exhibition space, visitors, exhibitors: on all three counts the organisers of LogiMAT achieved record figures again this year. The companies were delighted about lots of new contacts, in-depth talks and new orders.

Pack & Log

Another success in Stuttgart

LogiMAT is growing and growing. There is no other comparable event in the sector that can boast such a successful track record.

BEST PRODUCT Awards in three categories

For the ninth time there will be a ceremony to present awards for innovative products that make a significant contribution to rationalisation, cost-savings and productivity increases in in-company logistics. Winners are selected in the following three categories by an independent jury from the trade:

- **Software, communication, IT**
- **Order-picking, packaging, securing**
- **Procurement, handling, storage**

The winners can display the award at their stand from the second day of the fair onwards and make the most of this promotion opportunity.

Exhibitors should submit their entries in good time!

Exhibitors' comments



"For Still LogiMAT has become ever more important in recent years. Also, despite the economic situation it has continued to develop over the last three years. And in doing so, it has managed to become a marketplace for information and products for intralogistics which benefits operators, manufacturers and service providers alike."

Bert-Jan Knoef,
Chairman of the Management Board, Still



"For our company LogiMAT is among the most important trade fairs worldwide. It is a well organised and well attended fair which provides a very pleasant and focused business atmosphere for exhibitors and visitors alike."

André Tegen, Sales Engineer, Vanderlande Industries



"For us LogiMAT is the most important trade fair with a focus on the central European market. Each year we welcome at our stand a large number of competent trade visitors who come to talk to us about specific projects. Last year in particular we saw another significant rise in the number of new contacts we made at the fair."

Thomas Metz,
Vice President Sales Integrated Systems, Dematic



"Since launch LogiMAT has become one of the most important logistics trade fairs for us. It is a very good platform for presenting our products to an international audience. The three days at this fair are always exciting; we get a very good response here and the quality of the visitors is high."

Bertram Salzinger, Board Chairman, inonso AG



Winners of the award of LogiMAT 2011



Stand area and price/sqm

Row stand (1 side open):	€ 153
Corner stand (2 sides open):	€ 163
End stand (3 sides open):	€ 173
Block stand (4 sides open):	€ 183
Rental stand system (optional) from	€ 105

Additional: AUMA contribution € 0.60/sqm and advertising contribution € 5/sqm

Stand discounts

Starting at 30 m ²	5 %
Starting at 70 m ²	10 %
Starting at 150 m ²	15 %

Stand systems, AUMA fees and advertising costs are not eligible for discounts.

All prices are subject to VAT at the current rate of 19 %. Our standard terms and conditions of business apply. Subject to change and alteration.

Rental stand systems

We supply a system stand for you with the following basic equipment: plastic-coated wall units in white, cabin, grey carpet, panel with lettering, daily stand cleaning and waste collection, lighting spot, 1 table, 4 chairs, 3kW/230V electrical connection. Price from € 105/sqm

If you want to find out more about stand design or wish to place an order for additional trade-fair services, take a look at our website, which always contains the very latest information: www.logimat-messe.de.

Services

Our know-how and a range of marketing tools are available for your use. We work with you to ensure your success:

- Catalogue entry (free)
- Advertising media e.g. visitor brochures, stickers (free)
- Your event at the fair posted on the Internet (for free)
- Individual sponsoring
- Company profile in exhibition catalogue and Internet
- Entry vouchers
- Banner advertising on the website

A detailed description of the services we offer exhibitors will be sent to you after your registration.

Call us, we would be happy to advise.

Tel.: +49 89 32391-253

Rental stand systems



Example: Standard package



Example: Advance package



Example: Exclusive package

Full details of all the stand offers will be sent to you after registration. Alternatively you can find out more at www.logimat-messe.de



LogiMAT 2012

10th International Trade Fair for **Distribution, Materials Handling and Information Flow**

The trade-fair highlight

for in-company materials handling and IT control, from procurement to production and delivery

in the heart of Europe

Meet the market at **STUTT GART**



LogiMAT exhibition team

For professional support and advice, just call us. We look forward to welcoming you at LogiMAT 2012 in Stuttgart.

Date:

13 to 15 March 2012
Tuesday to Thursday
Daily from 9 a.m. to 5 p.m.

Venue:

New Stuttgart Trade Fair Centre, Germany

Deadline for registrations:

30 September 2011

Organiser:

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