



**8th International Trade Fair for Distribution,
Materials Handling and Information Flow
2 - 4 March 2010, Stuttgart Trade Fair Centre**

euroexpo

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Munich, 25.02.2010

LogiMAT 2010 in Stuttgart

Intralogistics: Into the future efficiently

760 exhibitors from 23 countries are coming to Stuttgart from 2 to 4 March 2010 for Europe's biggest annual intralogistics trade fair. Over an area of 52,000 m² the trade visitors will experience innovative new products and presentations on all aspects of hydraulic platforms, cranes, conveyor belts, fork-lifts, storage systems, packaging technology, logistics management and IT solutions.

Stuttgart. Even in economically turbulent times LogiMAT 2010, 8th International Trade Fair for Distribution, Materials Handling and Information Flow, is still in demand. The proportion of foreign exhibitors has risen to 14.5 percent, an increase of 3.5 percent. The positive development of LogiMAT continues in 2010 with the number of exhibitors (+5.8 percent) and the net area occupied at 24,570 m² (+4.6 percent). Highlights in the exhibition will be seen in materials handling and storage technology (37.6 percent), software for simulation, storage systems and inventory management (37.2 percent), warehousing and operational equipment (28.8 percent) and labelling and identification (26.3 percent). "I am expecting over 17,000 trade visitors from purchasing, storage, production and distribution logistics," says Peter Kazander, Exhibition Director, from the event organiser Euroexpo GmbH.

In the 22 trade forums and 63 lectures given by exhibitors, renowned industry representatives will be discussing current trends and topics in intralogistics with visitors. Four live presentations staged in areas dedicated to specific topics expand the extensive accompanying programme at LogiMAT 2010. The wide range of valuable specialist information enables participants to get right up-to-date with new technologies and strategies and the practical aspects of intralogistics, and to use these to positively develop business in their companies.

Three winners of the 'Best Product' award, who have been chosen in three different categories by an independent jury made up of academics and journalists, will be honoured in the opening ceremony on the evening of the first day.

The markets are changing

German manufacturers in the high-tech industry of intralogistics are still global leaders in technology. However many companies are suffering from the effects of the financial and economic crisis.

In particular the German companies providing automated storage technology and ground conveyors were affected by previously unheard-of drops in orders and sales, price reductions, short-time working and lay-offs, a backlog of investment projects, cut-throat

competition and shrinking markets. The demand for stackers alone has shrunk by 45 percent. Annual sales in the robotics and automation market fell by 34 percent to six billion euros, back to the level of 2002.

Total sales by German intralogistics suppliers fell back by 21 percent, to around 17 billion euros in 2009, as compared to the record year of 2008, reports the industry association *Verband der Deutscher Maschinen- und Anlagenbau* (VDMA). Exports to Russia collapsed by 50 percent, while China imported five percent more intralogistics from Germany than in the previous year. On the other hand the market in the EU, the largest customer for German intralogistics, shrank by around a third. For 2010 experts in Germany are predicting sales of around 14 billion euros and a reduction in employee numbers from 103,400 currently to 100,000.

For this reason the trend in these markets is increasingly towards systems integration, internationalization and market concentration, in order to defy the red balance sheets in the black year of 2009. Companies are focusing mainly on strategies such as restructuring, process optimization, and better cost and energy efficiency through the use of intelligent control systems.

Innovation means competitiveness

However, crisis aside, experts are expecting that despite the current recession intralogistics will remain one of the strongest growing sectors in Europe. Above all ideas and innovations will play an important part in extending international business, including among SMEs, said the VDMA.

As the many new innovative products and solutions at LogiMAT 2010 prove, the intralogistics industry is on the offensive again. In view of dwindling resources and growing environmental awareness, developments in all aspects of the long-running themes of 'green logistics', 'auto-ID' and 'transport packaging', for example, are highly rated.

Innovative products and systems help customers to reduce costs, increase productivity, improve service quality and thus above all to increase competitiveness for the future.

"Anyone who has their sights on both cost-saving solutions for today and trends for tomorrow will be in exactly the right place at the LogiMAT 2010 trade fair," stresses Kazander. It offers intralogistics companies the platform to develop new business, cultivate existing contacts and collect focused expertise.

LogiMAT 2010 takes place at the New Stuttgart Trade Fair Centre. The trade fair is open daily from 9 a.m. to 5 p.m. A one-day ticket costs €28 including participation in the wide-ranging accompanying programme. A copy of the trade-fair catalogue is also included in the price. A three-day ticket costs €35.

Further information: www.logimat-messe.de

Munich, 25.02.2010 – Reproduction free of charge. Copies of publication to: EUROEXPO GmbH, Presse- und Öffentlichkeitsarbeit, 80912 Munich, Germany.